

Austria	Sch. 15	Indonesia	Rp 2700	Portugal	Esc 80
Bulgaria	Lev 0.650	Japan	Yen 1,130	S. Africa	Rc 80
Cambodia	Dr 0.38	Malta	Ecu 1.350	Singapore	S\$ 4.10
Canada	Cdn 1.22	Morocco	Dir 500	Spain	Pt 110
Denmark	DKr 7.25	Norway	Nkr 1.00	Sri Lanka	Rp 30
Egypt	£ 1.01	Lebanon	Ls 1.25	Sweden	Sk 5.50
Finland	Fim 6.00	Luxembourg	Lfr 1.38	Switzerland	Fr 2.20
France	FF 6.00	Morocco	Dir 2.25	Tunisia	M 1.95
Germany	DM 2.20	Mexico	Pes. 300	U.S.S.R.	Rs 6.60
Greece	Dr 0.70	Monaco	Dir 0.68	Turkey	L 210
Holland	Fls 2.50	Philippines	Pes. 20	Venezuela	Bs 5.50
Hong Kong	Hk 12	Portugal	Esc 5.50	Yugoslavia	Yu 1.50
Ireland	£ 1.05	Portugal	Esc 5.50	Zambia	K 1.50
Italy	Lev 1.25	Portugal	Esc 5.50	Zimbabwe	Rs 1.50
No. 29,642		Portugal	Esc 5.50		

FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

No. 29,642

Thursday June 6 1985

D 8523 B

World news

Business summary

Portugal's President in talks on coalition

Portugal's President António Ramalho Eanes last night expressed his concern at the "grave situation" created by the decision of the Social Democrats to quit the centre-left coalition.

After talks with Socialist Prime Minister Dr Mario Soares, President Eanes said that as soon as the split in the two-year-old coalition became formal on June 13 - 24 hours after the country signs its EEC accession treaty - he would begin talks with the political parties in an attempt to find a solution.

The president has three options: asking Dr Soares to form a minority government, appointing a presidential government or dissolving parliament and calling a snap election. News analysis, Page 26

Anti-apartheid move

The U.S. Congress moved significantly closer to imposing economic sanctions on South Africa, with the adoption of a series of anti-apartheid measures by the Senate foreign relations committee. They included a ban on all U.S. bank loans to the South African Government. Page 4

Craxi issues threat

Italian Prime Minister Bettino Craxi said he would resign next week if Italians approved in a referendum proposal sponsored by the opposition Communists, which seeks to reverse a wages cut imposed last year. Page 2

French squabble

The hopes of the French opposition parties of impressing public opinion with a display of their unity have been badly jolted by a fresh squabble among their leadership on the shape of future economic policy. Page 3

U.S. spy concern

U.S. officials, alarmed by an increase in spying say they might cut back on the 4.3m Americans at present entrusted with defence secrets.

UK press code

The UK Press Council, the body which supervises press standards, says new regulations to cover the professional conduct of financial journalists would be undesirable. But it has produced a set of voluntary guidelines. Page 6

Olympic chief resigns

International Olympic Committee director Monique Berlioz announced her resignation, because of differing opinions with the exec board, after 10 years with the IOC. Page 6

Terrorist move

The Sri Lankan Government said it had decided to introduce laws to fight terrorism, possibly including the death penalty.

Paris factory clash

More than 40 people were injured when workers and riot police clashed at the Swedish-owned SKF factory outside Paris which was closed by the management.

Peasants kill rebels

Peruvian peasants hacked to death 15 Maoist guerrillas to death outside a village in the turbulent Andean province of Ayacucho. The peasants set upon the rebels after they killed two watchmen.

Last commune goes

The last of China's communes, the radical social experiment of the late Chairman Mao Tse-tung, have been abolished, marking victory for the policies of reformist leader Deng Xiaoping.

Tehran raid

Iran said two people were killed and five injured in a pre-dawn Iraqi raid on Tehran. Page 20

Warner may face takeover battle

WARNER Communications, U.S. film and entertainment group, faced the prospect of another takeover battle when its major shareholder, Chris-Craft, rejected management plans for a buyout and said it might make an offer for the company. Page 27

WALL STREET: The Dow Jones industrial average closed up 5.25 at 1,320.56. Section III

STERLING closed in New York at \$1.257. It declined in London, losing 2 cents against the dollar to \$1.257.

It also fell to DM 3.86 (DM 3.875), FF 11.765 (FF 11.885), SwFr 3.245 (SwFr 3.228) and Yen 13.75 (Yen 14.0).

The pound's exchange rate index fell 0.9 to 78.9. Page 47

DOLLAR: Closed in New York at DM 3.97, FF 9.37, SwFr 2.50 and Yen 24.4. It made gains in London, rising to DM 3.972 (DM 3.054), FF 9.365 (FF 9.31), SwFr 2.583 (SwFr 2.569) and Yen 24.94 (Yen 24.91). On Bank of England figures the dollar's index rose 14.5 from 144.6. Page 47

GOLD: In New York the Comex August settlement was \$318.45. It fell \$0.75 on the London bullion market to \$315.00. It was also lower in Zurich at \$314.75. Page 46

LONDON: Investors clipped back the prices of blue chip industrial stocks. The FT Ordinary share index was down 3.1 at 1,017.1. Gains were easier. Section III

TOKYO: Share prices advanced across the board. The Nikkei-Dow market average added 108.90 to 12,693.21. Section III

AUSTRALIAN: Share prices fell again following the release of the Federal Government's tax proposals. The All-Ordinaries share index was down 7.1 at 654.2. Section III

SOUTH AFRICA: Is expected to make a further cut in its interest rates. Garth De Kock, Governor of the Reserve Bank, said the central bank's discount rates will probably be cut by another percentage point.

SOVIET UNION: Is to spend 10bn roubles (\$12bn) on a project to divert water from Siberia to irrigate the plains of central Asia, using a 2,500 kms long canal.

U.S. FINANCIAL market revolution is lowering credit standards and confidence in the system, Dr Henry Kaufman of Salomon Brothers warned. Page 4

JAPAN'S seven trust banks produced record earnings in the year to March, with combined pre-tax profits ahead 48.1 per cent, in contrast to the country's city and regional banks. Page 22

BANKAMERICA: which revealed on Tuesday that it might only break even in the current quarter, has had its credit ratings lowered by Standard & Poor's, the U.S. agency. Page 27

OXFORD PETROLEUM: said Shell Petroleum, a principal holding company of the Royal Dutch/Shell Group, has agreed to buy 50 per cent of Occidental's Colombia oil interests for about \$1bn, of which \$750m cash will be paid in closing.

The complicated deal, involving some \$6.5bn worth of subsidised finance, has enabled Davy McKee, the engineering contracting group, to clinch a delayed contract worth nearly \$750m to build a second blast furnace for Pohang Iron and Steel (Posco).

Only around 6 per cent is being charged for the fixed-rate export finance, underwritten by Britain's Export Credits Guarantee Department. This is nearly 4 percentage points less than the OECD currency allows.

Yet the deal was said last night to be "within OECD guidelines". The case was described by officials as "very sensitive." This ap-

General Motors to pay \$5bn for Hughes Aircraft

BY TERRY DODSWORTH AND PAUL TAYLOR IN NEW YORK

GENERAL MOTORS, the world's largest car maker, emerged yesterday as the victor in a keenly contested sealed-bid auction for Hughes Aircraft, the company's premier electronics defence contractor, with a cash and paper offer valued at \$5bn.

The deal, described by Mr Roger Smith, GM's chairman, both as marking "a truly grand day for GM" and a move which will position the car maker "for the 21st century," represents a further major diversification for the Detroit company, which only last year paid \$2.5bn for Nabisco Brands by R.J. Reynolds earlier this week. Both of these were also worth close to \$5bn.

While Morgan Stanley repeatedly refused to identify the other bidders for Hughes, saying that the details of the auction were "confidential," GM beat Ford Motor and the Boeing Aerospace group to win the prize.

The results of the auction, held several weeks ago, had been delayed by the complexity of the offers. GM's successful bid comprises \$2.7bn cash and 50m shares of a new common stock, specially issued for the transaction.

The issue of the new stock, which will be publicly quoted but have only limited voting rights, mirrors the terms of last year's EDS acquisition and further establishes the precedent of a major publicly quoted company having more than one class of common stock.

Under the terms of the agreement, GM said it will set up a separate, independent subsidiary to be known as GM Hughes Electronics (GMHE), into which it will inject its own substantial electronics interests, including its Delco electronics unit. Mr Smith emphasised yesterday that the current management of Hughes will be retained.

Hughes Aircraft was put on the market by the medical institute, originally set up in the 1950s by Mr Howard Hughes, the reclusive billionaire, reportedly as a tax shelter.

The group, once part of Hughes Tool, ranks as the nation's seventh largest defence contractor and had earnings last year of around \$2.5bn. Its major Pentagon projects include missile systems, radars and other sophisticated electronic weapons.

It is also one of the leading satellite builders and active in NASA's space shuttle programme and President Reagan's star wars Strategic Defence Initiative.

GM plans Japanese joint venture, Page 5; GM takes a \$5bn gamble, Page 24

London SE vote fails to endorse reform package

BY JOHN MOORE, CITY CORRESPONDENT, IN LONDON

LONDON Stock Exchange members have failed to give sufficient support to a series of constitutional reforms proposed by the exchange's ruling council in one of the biggest upsets in the reform programme for the British securities market. But the members have voted in favour of the plan.

The resolution also incorporated an ambitious scheme to create a market in the shares of the stock exchange itself, which could be freely traded. It was designed to compensate the members for the participation of big outside groups on the stock exchange. This resolution required a simple majority of the members voting.

Two resolutions were voted on in the poll. The first - requiring a simple majority of the members voting - was designed to allow the market in the shares of the stock exchange itself, which could be freely traded. It was designed to compensate the members for the participation of big outside groups on the stock exchange. This resolution required a simple majority of the members voting.

Sir Nicholas Goodison, chairman of the exchange, said last night that he was sad about the outcome of the vote for the constitutional reforms. He said that the vote had failed by a very small margin. The figures show that just 54 votes were needed to give Sir Nicholas and the stock exchange ruling council the support that it needed, in what was widely predicted by brokers and jobbers would be a "knife-edge" result.

Support for the second resolution showed that 2,890 members voted for the proposal while 1,035 voted against. This excluded eight ballot papers.

Sir Nicholas said after the vote: "This means that not quite enough members supported the council's view that, in the long term, proprietorship of the stock exchange should be shifted to firms and that

Continued on Page 26

Lex, Page 26

Continued on Page 26

EUROPEAN NEWS

Mexico's President in Spain

By Tom Burns in Madrid

MEXICO'S President Miguel de la Madrid arrived in Spain yesterday on the first leg of a European tour that includes Belgium, France, West Germany and Britain.

He arrived at Seville and travels to Madrid today to begin a five-day official trip which will focus strongly on increased commercial links and the feasibility of Mexican Spanish joint ventures.

Aside from several rounds of talks with Prime Minister Felipe Gonzalez and King Juan Carlos, President de la Madrid will meet business and banking leaders in Madrid and Barcelona.

A key intention of the visit to Spain and the remainder of the tour is to signal the recovery of the Mexican economy. Spanish exports to Mexico, which peaked at \$513m in 1981, had slumped to \$122m by 1983 and were down again last year.

Spain is the second largest importer of Mexican oil and Mexico's petrol-based exports to Spain run close to \$2bn annually.

Once the more mature joint venture projects concern the Spanish aerospace company CASA which is bidding for an agreement to build 10 units of its Aviocar C-212 adapted for coastal patrol use by the Mexican navy.

LAST MONTH the European Community staged an exhibition in the Turkish city of Van, 800 miles east of Ankara and only 50 miles from the Turkish-Iranian frontier. The aim was to explain the EEC and its working to ordinary Turks. Brussels has been engaged in this kind of activity, including inviting officials from Ankara to visit the Benelux, for some time. However, the impasse in Turkish-EEC relations shows no sign of lifting.

In theory, Turkey should only have another 10 years to go before it completes a transitional phase started in 1973 and aimed at a full customs union; at that point it would presumably have become eligible to apply for full membership.

In practice, however, the 20-year-old association agreement which, unlike the association agreements of the south Mediterranean countries, specifically aims at eventual EEC, has run on to the sand. The organs of the association, its joint committees at ministerial and parliamentary level, have not met for five years.

Turkey stopped making tariff cuts in 1977. The Community is unable to honour an undertaking made more than 10 years ago to allow the free migration of Turkish workers inside its member countries from 1988.

The larger issues remain unresolved, while short-term disputes simmer. Turkey wants more access

to EEC markets for its textiles. It resents a 2½ year ban on Community aid under the fourth financial protocol, imposed in 1983 because of concern at Turkey's human rights record under the military administration.

Greek accession has brought some additional problems with Community minimum import prices being applied to what were traditional Turkish exports to Europe, such as figs and bananas.

The question overshadowing all these short-term difficulties, however, is whether or not Turkey should make an application for full membership.

In 1980, five years after the Greeks applied for full membership, Turkey's last civilian government announced it would apply that year, but the army takeover of September that year forestalled the move.

All subsequent Turkish governments have been committed to the idea of an application in the fairly near future. Mr Turgut Ozal, the Prime Minister (suspected by his critics for facing eastwards to the Islamic world rather than westwards to Europe) has spoken of a possible "surprise application" and has sometimes seemed to regard the matter as a diplomatic game of chess.

According to officials, however, Turkey is expected to apply within the period of the present five-year plan, which ends in 1988. There are

known to be regular high-level discussions over whether or not the application should be made, but the spirit of all these discussions is fairly clear. Turkey is not in a European mood; for trade it is looking to markets in the Middle East, Africa and Asia; for defence it is aligning itself more closely with the US; in culture, it is looking increasingly to its Ottoman and Islamic past.

Some officials believe that an application at the moment, particularly while the EEC is struggling to adapt to the Spanish and Portuguese enlargement, would be premature.

"We may be naive but we are not stupid," says one official. "If we cannot get the basic elements of the association agreement to work, why should we make an application for full membership?" He believes that Turkish membership is unlikely before the turn of the century. "We should knock on the door when we can stand tall."

Prude over symbolic issues remains an important strand in the troubled relationship. European criticism, particularly in the European Parliament, over allegations of torture (firmly denied by the Minister of the Interior) and such controversial court cases as the jailing of peace activists, is bitterly resented.

In this atmosphere of mutual recrimination, day-to-day diplomacy between Turkey and the EEC is conducted in a chilly spirit. The Community maintains an informed

generation of Turkish diplomats who were and are still eager to lead Turkey as far and firmly as possible into the Western European community of nations.

The EEC apparently has not entirely relinquished the idea of full Turkish membership.

Economists, however, remain troubled by the idea of a customs union between Turkey and the Community. "When you get a customs union between a semi-industrialised country and one or more advanced industrial economies, the usual effect is that the less developed economy starts to deindustrialise," says one American economist.

That is precisely the fear that lay behind often obsessive hostility towards the Community in Turkey among the political extremes of the decade ago.

Everyone agrees that the immediate way to move forward is to unlock the \$300m swing under the fourth financial protocol.

The aid is expected to be unblocked some time in 1986 — though exactly when will depend partly on the political balance between conservatives and socialists in Europe, and partly on Turkey's perceived progress in its transition towards full parliamentary democracy.

But real progress in the relationship may have to wait until after the next Turkish elections (due in 1988) produce a parliament in which the major opposition parties are represented.

Craxi threatens to quit if wage poll goes against him

By JAMES BUXTON IN ROME

EUROPEAN NEWS

FRENCH POLLS POINT TO BIG WIN FOR GOVERNMENT OPPONENTS
Disputes jeopardise opposition lead

BY DAVID HOUSEGO IN PARIS

THE HOPES of French opposition parties of impressing public opinion this weekend with a display of their unity have been badly jolted by a fresh squabble among their leadership about future economic policy.

The quarrel comes at a time when public opinion polls are suggesting the parliamentary opposition will win an outright majority in the National Assembly at the elections next March—but one which could disappear if there is continuing dispute on the Right.

A computer simulation by the Sofres market research institute suggests an opposition majority of 30 seats in the next Assembly on the basis of proportional representation and the current findings of the public opinion polls. The forecast assumes, however, that the Socialists would only win 25.26 per cent of the vote. The Socialists are aiming for 30 per cent.

FRANCE yesterday announced FF 3bn (£250m) worth of fresh benefits for the unemployed, writes David Housego. Most will go to the long-term unemployed. Those out of work for more than a year have received only FF 40 (£3.6) a day, bringing them into what has been called here a class of "new poor". As a result of yesterday's measures 115,000 long-term unemployed will receive FF 64.50 a day from July 1. Unemployment

have been falling slightly over the past three months: the total at the end of April was 2.4m. The number of net jobs being shed in the economy is still growing, however. The current account deficit, meanwhile, rose to FF 17.7bn (£1.5bn) in the first quarter. This was mostly due to the widening of the trade deficit to FF 10.5bn over the three months. Debt servicing payments were also unusually large.

The renewed squabbling has brought M Jacques Chirac, leader of the neo-Gaullist RPR, into conflict with M Raymond Barre, the former Prime Minister, who is increasingly outspoken about his presidential ambitions.

Both are due to appear on the

agreed policy in government. On Sunday, however, M Barre described as "demagogic" the RPR's economic proposals which had been announced the day before at a special party congress. He said the opposition would lack credibility with the electorate if it implied that the economy would be flourishing in six months and unemployment checked in a year.

M Barre was attacking Gaullist proposals for Reagan-style tax cuts and deregulation of industry as a means of injecting dynamism into the economy. M Barre believes they would lead to a widening of the budget deficit.

In going so far, M Barre was giving vent to his irritation at Chirac's speech on Saturday. Leaving no doubt that he had M Barre in mind, M Chirac said that would be suicidal for the opposition to return to a policy of conservative deflation and austerity.

Papandreu keeps key party men in cabinet

By Andriana Ierodiakonou in Athens

GREECE'S SOCIALIST Prime Minister, Mr Andreas Papandreu, was sworn in yesterday at the head of an 18 member "service" cabinet. This mainly comprises key ministers from the previous administration holding the same portfolio, with an emphasis on personalities and a strong track record in the Socialist Party (Pasok).

The present cabinet's task will be to run the country until Parliament in July approves the merging of existing ministries into "super-ministries" and abolishing others.

Mr Papandreu continues to hold the defence portfolio. To this he has added the Ministry of Northern Greece, responsible for administrative matters in the sensitive areas of Macedonia and Thrace.

Of the other ministers, a majority are distinguished either by high positions in the Pasok hierarchy, or by a long and loyal history with the party.

Mr Yiannis Charalambopoulos remains Foreign Minister; Mr Aki Tsohatzopoulos stays as Minister to the Prime Minister and also assumes the Labour portfolio; Mr George Gennimatas keeps the Health Ministry; and Mr Costas Simitis retains the Agriculture Ministry. All four are members of the Pasok executive bureau, the party's top executive body.

A key exception to the strong party presence in the cabinet is the Economic and Finance Minister, Mr Constantine Arsenis, who is a technocrat rather than a party man. He also takes on the Merchant Marine portfolio. He worked for the OECD and the United Nations before becoming Governor of the Bank of Greece and then a minister.

Another minister, apart from Mr Papandreu, to hold three portfolios is Mr Evangelos Kouloumbis. He is now Minister for the Environment, for Transport and for Public Works.

West Germany reduces subsidies to industry

BY PETER BRUCE IN BONN

THE WEST GERMAN Economics Ministry has signalled the start of what it claims is a determined campaign to cut public subsidies to local industry.

Following talks between Herr Martin Bangemann, Economics Minister, and Herr Gerhard Stoltenberg his counterpart in the Finance Ministry, on next year's federal budget, the Economics Ministry said it would be cutting back its subsidies by DM 1bn (£327m) in 1986.

A ministry statement said yesterday that the economic budget would be trimmed to DM 4.09bn in 1986 from DM 5.02bn this year. Shipyards and the steel, coal-mining and aerospace industries would be worst hit by the cuts, the statement said, with slightly more funds flowing into small businesses.

Aid to German shipyards will fall DM 30m to DM 20m next year, with steel producers – because of long-established European Community rulings – receiving no funds at all. German steelmakers are being paid some DM 385m by the state this year.

The German coal industry, which won promises of DM 1.54bn from the German economic institutes for 1982 ranged between DM 40m and DM 110m. Total subsidies have risen at a conservatively estimated rate of 7.8 per cent a year since 1970 and many economists in Bonn are sceptical about the current right-of-centre Government's capacity to slow that down significantly.

The coal industry, which under the programme outlined by the Economics Ministry will face the biggest cutback next year, is supported in other ways.

Total West German subsidies are almost incalculable anyway. Estimates by the five leading West German economic institutes for 1982 ranged between DM 40bn and DM 110bn. Total subsidies have risen at a conservatively estimated rate of 7.8 per cent a year since 1970 and many economists in Bonn are sceptical about the current right-of-centre Government's capacity to slow that down significantly.

The coal industry, which under the programme outlined by the Economics Ministry will face the biggest cutback next year, is supported in other ways.

Unemployed down by 112,000

BY RUPERT CORNWELL IN BONN

UNEMPLOYMENT currently the most explosive political issue in West Germany, fell by 112,000 last month – a smaller improvement than hoped for by the hard-pressed coalition Government of Chancellor Helmut Kohl.

According to statistics from the Federal Labour Office in Nuremberg, the number of jobless dropped to 5.8 per cent of the workforce, 2.10m compared to 6.3 per cent, or just over 2.3m in April.

But Herr Heinrich Franke, president of the office, afterwards called the latest figures "disappointing". They reflected only the normal sea-

sonal improvement in the labour market and gave no sign that the present modest upswing in the economy was creating new jobs.

The only real comfort in the May report was a sharp decline in the amount of short-time being worked in Germany and a modest rise in the number of notified vacancies, to 115,400. But this will be insufficient, almost certainly, to reduce the pressure on the Government for measures to produce a quick reduction in the number of jobless.

Further pointers to steady if unspectacular growth came yesterday with the latest figures for industrial orders and output. New orders jumped 3 per cent in April, and for that month and March combined stood 6.5 per cent higher in volume terms than a year earlier. As usual, foreign demand made the running, with export orders up 13 per cent, while domestic orders rose just 3 per cent.

Industrial production, on the other hand, has been virtually flat so far in 1985. Although production in March and April was 4.5 per cent more than in the same months of 1984, April alone saw a 0.5 per cent decline from the level of March.

Sweden's deficit increases

BY KEVIN DONE, NORDIC CORRESPONDENT, IN STOCKHOLM

SWEDEN accumulated a deficit of SKr 3bn (£333m) on the current account of the balance of payments in the first three months of the year compared with a surplus of SKr 3.3bn in the corresponding period last year.

The deterioration in the country's external payments position was one of the chief factors that forced the Government to impose last month's credit squeeze and drastic increase of interest rates.

The measures were aimed at combating the crisis of confidence in the krona, halting the outflow of capital from the country, and dampening private consumption and soaring imports.

According to figures released this week by the Riksbank, the central bank, the deterioration in the current account which showed a small surplus last year was even more rapid in the first quarter than was originally feared.

In March, the current account showed a deficit of SKr 1.6bn compared with a surplus of SKr 1.5bn a year earlier.

The big jump in imports means that the trade surplus – needed to meet the heavy interest payments on Sweden's mountain of foreign debt – shrank to only SKr 1.8bn in the first three months of the year compared with a surplus of SKr 9.2bn in the corresponding period of 1984.

This year about a million people will be visiting the Mersey Waterfront.

From far and near they will be coming to the historic Albert Dock Village – the country's largest group of Grade One Listed Buildings – currently being restored in a multi-million pound project comprising shops, businesses, entertainments and the famous Merseyside Maritime Museum. By 1988 Albert Dock will also be home of the "Tate in the North", bringing one of the country's finest collections of contemporary art to Liverpool.

People will be visiting the nearby Festival Gardens, over 70 acres of spectacular gardens and events, all on the site of last year's International Garden Festival, the country's largest tourist attraction of 1984.

Albert Dock Village and the Festival Gardens are just part of an imaginative and exciting riverside development. A development where a million people will discover 68 acres of newly restored waterspace, right in the heart of Liverpool.

Large areas of land are available, ideal for housing projects, sports and leisure facilities, entertainment complexes plus many exciting marine based activities. These superb riverside sites, together with a million people visiting the Mersey Waterfront offer tremendous opportunities for development and investment.

Working closely with the private sector, Merseyside Development Corporation is creating a unique environment, bringing prosperity and people to this revitalised waterfront.

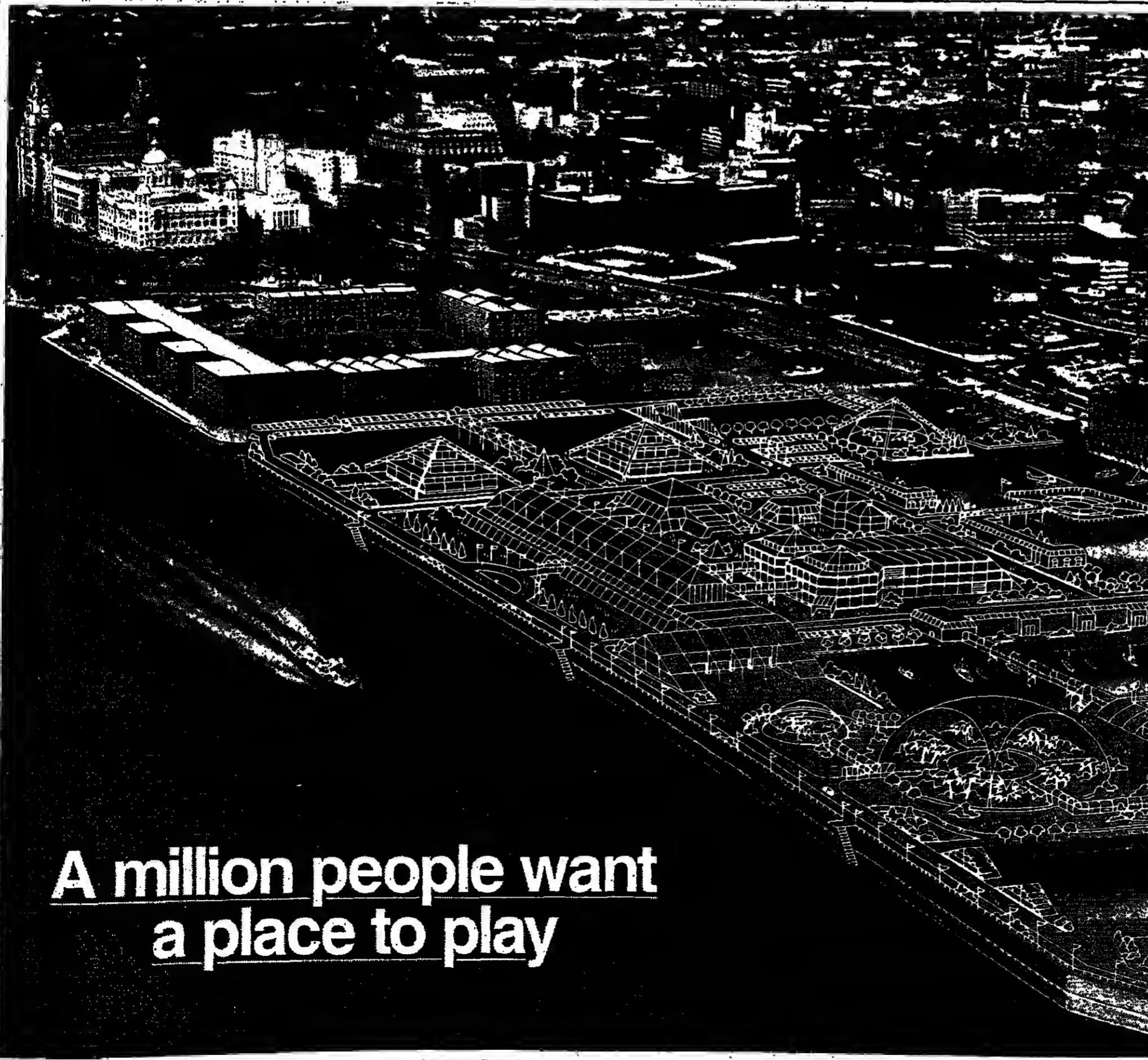
A waterfront you should become part of.

Find out how – phone Alex Anderson today.

MDC Merseyside Development Corporation

Royal Liver Building, Pier Head, Liverpool L3 1JH.
Telephone 051-236 6090

A million people want a place to play



WORLD TRADE NEWS

EEC welcomes U.S. concession on steel pipes

By IVO DAWNAY IN BRUSSELS

EEC member states yesterday gave a broad welcome to a concession from the U.S. allowing above-quota sales of special steel pipes to the All American Pipeline company for its Texas to California project.

The positive reception to the U.S. gesture, made by Mr Malcolm Baldrige, Commerce Secretary, last weekend, means the Community has also agreed to open talks within a few days with the Americans on other outstanding steel issues of concern to Washington.

Mr Baldrige's offer was conditional on the EEC agreeing to conclude revision to the 1982 carbon steel agreement by October, and to open and finish consultations on several products from a 17-item list of special steels by year 1986.

Permanent representatives of the Ten agreed to these terms at a meeting in Brussels yesterday. But formal approval will have to wait until tomorrow when agreement should pass through written procedures at the European Council.

When this process is completed, it is understood that Washington will lift its block on

the importation of 100,000 tonnes of special tubes for the All American Pipeline company which U.S. manufacturers have been unable to supply.

Agreement to new talks on the "technical consultation products" will raise hopes among U.S. producers that the Community's growing share of the American market may now be contained.

Under existing arrangements these are allowed unrestricted access to the U.S. However sales from the EEC have increased to as much as three times their 1982 levels and the American industry is anxious to see restraints enforced.

The products most likely to face import restrictions are the free steel, black plate and alloy wire rods. While the discussions are concluded, the midday of July, the Community will have to decide whether to accept an agreement on limiting sales which would at least guarantee a share of the U.S. market, or to fail to agree leaving open the option of retaliatory action through the General Agreement on Tariffs and Trade.

The products most likely to face import restrictions are the free steel, black plate and alloy wire rods. While the discussions are concluded, the midday of July, the Community will have to decide whether to accept an agreement on limiting sales which would at least guarantee a share of the U.S. market, or to fail to agree leaving open the option of retaliatory action through the General Agreement on Tariffs and Trade.

Community threatens to revive suit against Japan

By JUREK MARTIN IN TOKYO

THE European Community has told Japan that failure to resolve certain bilateral trading problems could lead to the revival of the EEC's suspended suit against Japan under Article 23 of the General Agreement on Tariffs and Trade (GATT).

The EEC had complained that Japan's trading practices had led to a structural and persistent trade surplus with the Community.

Mr Leslie Fielding, the director general for external affairs, last night described talks in Tokyo this week, the latest in a twice-yearly round, as "the frank exchange of views in which I have ever taken part." In nearly eight years of negotiations with Japan he said he had remained

Japan that the GATT suit was "in the refrigerator not in the freezer." He was making "no veiled threats," nor did he hold Japan "uniquely responsible" for current trade problems. "But the EEC expects Japan to make a significant contribution to the handling of this awkward trade situation and to help sustain economic growth in the West."

GM plans Japanese joint venture

By Carl Rapoport in Tokyo

NHK SPRING, one of the world's leading suspension systems manufacturers, and General Motors of the U.S. are planning to set up a joint venture in Japan to make lightweight automotive suspension systems for GM cars.

The two companies have also reached a basic agreement to form car part joint ventures in the U.S. and Europe.

GM refused to comment yesterday, but Nhk Spring told reporters that the Japanese joint venture will be 55 per cent owned by Nhk and 45 per cent by GM and will begin manufacturing next year.

GM recently revised its traditional policy of relying on in-house production for its car parts.

The Japanese joint venture will begin by producing suspension systems made of fibre reinforced plastics (FRP). Nhk Spring claims these are about 50 per cent lighter than traditional suspension systems. In future the venture may produce car seats and other components.

Nhk Spring, one of the few independent manufacturers of suspension systems in Japan, had sales last year of ¥10.5bn (US\$21m) and pre-tax profits of ¥4bn.

FN Moteurs backed for jet engine project

FN MOTEURS, a division of the Belgian arms, aeronautics and sports goods group Fabrique Nationale Herstal (FN), has received financial backing to enable it to participate in a jet engine programme led by the U.S. aeronautics company Pratt and Whitney, AF-DJ reports.

The programme involves the development and manufacture of PW4000 engines which will be used in long-haul aircraft such as Boeing 747s and Airbus A310s. Pratt and Whitney is part of United Technologies.

FN Moteurs has an agreement in principle with Pratt and

Shipbuilding suffers further declineBy Andrew Fisher,
Shipping Correspondent

WORLD shipbuilding orders continued their decline in the first quarter of this year, with both Japan and South Korea—the industry leaders—suffering large falls in new work.

Latest figures from Lloyd's Register of Shipping showed an order backlog of 29.5m gross tons at the end of March 1985, against 30.7m at the end of December 1984, and 31.4m in the previous March. Just over 90 per cent of orders are scheduled for delivery by the end of 1986.

Japanese yards saw their order total fall by 1.5m tons during the three months to 11.6m, while that of South Korea went down by 349,000 tons to 5.4m. Brazil, which has just won a much-needed domestic tanker order, Spain and the U.S. also suffered sharp declines.

The world shipbuilding order total has hovered around the 20m-ton mark for the past seven years, ever since the early 1970s oil crisis sent business crashing from the 13.5m-ton peak reached in March 1974. In the 1980s, the highest order level has been the 37.5m tons recorded in June 1981.

**Trade hopes recover from the spy scandal, writes John Elliott
India's affair with France resumes**

FOUR MONTHS after withdrawing its Ambassador and a defence attache from New Delhi for alleged involvement in India's recent spy scandal, France today becomes the first Western country to receive Mr Rajiv Gandhi on an official visit since he became Prime Minister of India last November.

France has backed up this impressive diplomatic recovery by emerging as the front runner for a defence order worth up to £500m for a 155 millimetre Howitzer gun, against competition from the UK, Sweden, Austria and the U.S.

It is also trying to win contracts for airtankers, a power station which were last year being finalised with other countries, and is trying to avoid losing a \$22m telephone switchgear project which its CIT-Alcatel telecommunications company last year thought it had won.

France has been playing an increasingly large role in India's development in the past few years. It now wants to use Mr Gandhi's five-day visit to cement its relationships. In the wake of the spy episode and to persuade him to buy more high-technology goods.

Mr Gandhi started a two-week foreign tour yesterday with a one-day visit to Egypt. In France and in the U.S. where he spends five days next week, this will be opening festivals of

understanding, backed up by power station project called Dul Hasti.

In the electronics area a French company, Sagem, is producing a new Indian telex machine. Bull is believed to be boasting Control Data Corporation of the U.S. for a major public sector contract to develop an Indian main frame computer. France has also just signed an agreement with India for coal mining equipment and it has been bidding for a share of the work on a large cross-country natural gas pipeline.

There may be few official announcements on projects while Mr. Gandhi is in France, although a new agreement on scientific and cultural co-operation will probably be signed.

But Mr. Gandhi may well tell the French Government that it is on a short list of two with either Austria or Sweden to supply the Howitzer gun.

France is about to start supplying 40 Mirage jet fighters and is bidding for part of a light combat aircraft development project and for other electronic defence equipment. Its Aerospatiale company is in the running for a £85m-£85m helicopter order recently lost by Westland of the UK and is trying to nabably to succeed in its bid to sustain Boeing of the U.S. from a \$400m-\$500m (\$314.9m-£393.7m) Indian Airlines order.

The French Alsthom company is a front runner with John Brown of the UK for two gas turbine power station projects worth £55m and is rivalling Austria adopted by the U.S. and Britain.

This background of mutual

Rockwell in link-up with French group

By David Marsh in Paris

A FRANCO-U.S. tie-up in rocket technology for possible civil or military space applications has been agreed between Societe Europeenne de Propulsion, manufacturer of the engines for the Ariane rocket, and Rockwell, the American aerospace company.

The accord, announced at the Paris Air Show yesterday, centres on technology exchanges covering liquid rocket engines, SEP, which makes the solid-fuel engines for France's nuclear-tipped ballistic missiles, will be teaming up with Rockwell, which is the main engines for the U.S. space shuttle to examine future projects flowing from the U.S. and European space programmes.

SEP will be bringing to the agreement specific expertise in composite carbon and ceramic materials that it has developed for French military programmes, as well as a revolution in materials, non-frictional, designed and produced by its specialist subsidiary Societe Mechanique de Magnetique.

SEP is assured of a big increase in its future work-load as a result of the European programme to build a heavy duty Ariane 5 rocket for the 1990s.

This man has £500 of his company's money he needn't have.**Introduce The American Express Corporate Card System.**

He's had a cash advance for his business trip. Like everybody else who travels for his company.

It all adds up to £1,080 million. Last year it cost British business £140 million* from profits to service these advances.

The American Express Corporate Card System practically eliminates cash advances. You keep the money to use more profitably.

Your employees need very little cash because they carry the American Express Corporate Card. They can sign for almost all their needs. They use the Card. You always know what they've used it for. And where. And when. That's control.

The American Express Corporate Card System provides greater efficiency in expense management together with major economies. Find out more about it.

Contact American Express Travel Management Services.

The division of American Express that exists to help you plan, manage, finance, and operate your company's business travel with the maximum returns. And the lowest costs.

*Source: Business Travel and Entertainment Expenses in British Business (1985).

To: Roy Stephenson, Vice-President, Travel Management Services, American Express Europe Limited, 2/3 Cursitor St, London EC4A 1LX.

Please send me a full information pack on the Corporate Card and the American Express approach to more efficient business travel management.

Name _____ Position _____

Company _____

Address _____

Tel: _____

Travel Management Services

American Express Europe Limited, incorporated with limited liability in the State of Delaware, U.S.A.

UK NEWS

Japanese risk trade backlash, says Tebbit

BY KEVIN BROWN

JAPAN FACES the prospect of a protectionist backlash unless it takes rapid action to end unfair trading practices, Mr Norman Tebbit, the Trade and Industry Secretary, said yesterday in the House of Commons.

Tebbit made clear that the Government was still concerned about Japanese tactics in securing a £350m Turkish contract to build a second bridge across the Bosphorus.

The contract went to a consortium including Mitsubishi Industries and Nippon Kokkan of Japan, despite a competitive bid by a consortium led by Trafalgar House, the British shipping and construction group.

The Trafalgar House bid was thought to have a good chance of landing the contract, but was put out of the running by the favourable credit terms offered by the Japanese. Mr Tebbit told MPs that the Japanese did not appear to have broken any undertakings or agreements in pursuing the contract.

But he added: "The point about the Bosphorus bridge contract, which I have sought to make both here

and in discussions with Japanese authorities, is that their dumping of cheap credit in order to obtain this contract is incompatible with the assurances and the policies announced by Mr Nakasone, the Japanese Prime Minister, in which the Japanese are seeking to limit their trade surplus."

"This is a matter which is being taken up most forcibly with the Japanese authorities and it is a matter to which, unless they pay attention before very long, other countries will take protectionist measures against them. I hope they will draw back from the position they are in before it is too late."

MPs on both sides of the House were critical of Japanese trading tactics and of the response by the British Government.

Mr Bryan Gould, a Labour trade spokesman, said the Japanese were pursuing "predatory" trade policies. "British companies seeking major contracts abroad should not be left defenceless against the Japanese and other foreign competitors," he said.

4. Other regional airports are given little encouragement in the

White Paper. The Government says that only it will be ready to approve capital outlays for expansion and improvements when financially justified.

5. Privatisation of the British Airports Authority (BAA) is to go ahead as a single entity, but with each airport run as a separate company under a single holding company.

6. For other, local authority-owned airports, the Government wants to see as many as possible being transferred to private sector companies.

7. For business aircraft, Farnborough, Hampshire, will be developed by the Ministry of Defence to provide additional capacity. Access to RAF Northolt, north-west London will be facilitated.

8. The London Stansted for short-take-off aircraft in London Docklands is to go ahead. It is hoped to find an alternative site for the Tring Lane City Airport on the Thames.

9. Scottish Highlands and Islands' airports owned and run by the Civil Aviation Authority will be developed as a major regional hub airport, with the possibility of many new direct UK-US services using it.

10. Prestwick, south-west of Glasgow, stays as Scotland's international long-haul airport. The complementary roles of the other Scot-

tish airports will be retained.

The decisions, in the Government's view, amount to a coherent policy for the future development of UK airports, in the light of anticipated traffic demand through to the end of this century.

For the London area, terminal passengers by the year 2000 are expected to reach about 50m, compared with the current total of nearly 50m.

Commenting on the decision to go ahead with Stansted, the White Paper says that the Government agrees with the conclusions by Mr Graham Eyre, the inspector at the public inquiry into Stansted, that it represented the best possible option for future airports serving London.

Accordingly, it has granted initial planning permission for that development to 15m passengers a year.

After the first phase, which will take Stansted between 1m and 1m passengers a year, the timing and sequence of the further phases of development will depend on the rate of traffic growth.

The BAA estimates the total cost involved at some £400m at mid-1981 prices, although the cost of the first phase will be less.

The Government will invite the BAA to submit for approval invest-

ment proposals for the phased development plan. It will expect the BAA to show that the investment will earn an acceptable rate of return.

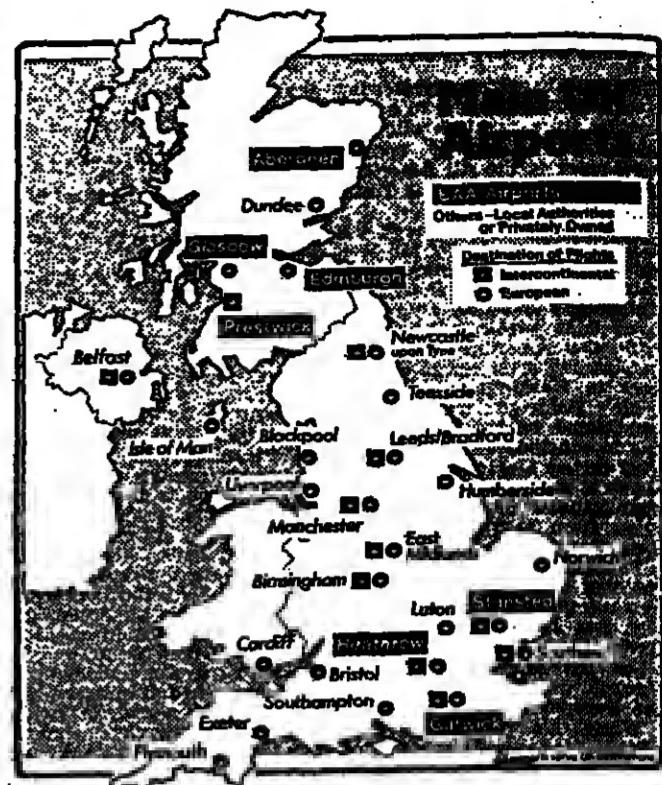
There will be a limit on aircraft movements at the airport, set to correspond with the first phase. Later, increases in that limit will be subject to parliamentary approval.

The Government will invite British Rail to study the possibilities of a rail link into Stansted in co-operation with the BAA.

The White Paper recognises that, in time, "increases in demand may justify further development to utilise the full capacity of Stansted's runway (five passengers a year), but this will be subject to further planning permission and to parliament's approval for increases in the air transport movements limit."

The Government does not intend that a second main runway should be constructed at Stansted. It believes that the proposed limit on aircraft movements there will provide a valuable safeguard against such a development.

Commenting on Heathrow, the White Paper says the Government does not consider that a fifth terminal is desirable or necessary just yet.



Olivetti takes closer control over Acorn

BY JASON CRISP

OLIVETTI, the Italian office equipment company, has stepped in to take a more direct control of Acorn, the troubled UK microcomputer group it rescued in February. Olivetti now has a 49 per cent stake in Acorn.

Acorn announced yesterday that Mr Alex Ubbo, a senior Olivetti director, has been appointed as its acting managing director. The move is unusual for Olivetti, which holds minority stakes in a number of high-technology groups and does not normally intervene directly in their management.

It is thought Olivetti has had to

step in at Acorn because of the difficulty in recruiting a managing director from outside, together with a number of pressing problems at the company. The co-founders, Mr Chris Curry and Mr Herman Hauser, who ran the company until the Olivetti rescue, are thought to have substantially reduced their involvement with the company.

Olivetti bought its stake for £10.4m in February after Acorn ran into serious financial difficulties. Dr Alex Reid, the chairman, was appointed acting chief executive in January and has continued to run the company since the rescue.

Rothschild named for gas offer

BY DOMINIC LAWSON

N. M. ROTHSCHILD, the merchant bank, is to advise the Government on the privatisation of British Gas. Kleinwort Benson, which handled the successful privatisation of British Telecom earlier this year, is likely to get the job of advising British Gas on its move into the private sector.

Rothschild succeeded against the competition of 13 other banks. Mr Michael Richardson, who will lead the bank's team on the offering, said yesterday: "The British Gas of

fer will be the most exciting and challenging privatisation of them all."

The bank is at present advising the Ministry of Defence on the privatisation of the Royal Ordnance Factories which supply arms and munitions.

The key to the British Gas offer will be the nature of the regulatory system that the Government sets up to monitor pricing policy once it is in the private sector.

Currency movements added just over £50m to the value of sales,

Flotation boost at Wellcome

By Tony Jackson

WELLCOME FOUNDATION, the privately owned drugs group, has increased its pre-tax profits for the six months to February by 65 per cent from £42.7m to £70.5m. The increase, much larger than expected, is likely to increase the value of the company's stock market flotation planned for next January.

The greater part of the increase came from the US, now believed to account for about two thirds of Wellcome's profit. Zovirax, the anti-herpes drug, was made available for the first time in the US in capsule form in February. Previously the drug had been available only as an ointment or as an intravenous treatment.

In addition the Actifed range of cold cures was made available for the first time in the US, across-the-counter, as well as on prescription. Wellcome has devoted much effort to building up its marketing force for over-the-counter sales, and Mr Alfred Sheppard, Wellcome's chairman, said: "In the U.S. we are going to increase our marketing efforts further."

Currency movements added just over £50m to the value of sales,

Press Council sets out code for financial journalists

By SUE CAMERON

THE PRESS Council, the body supported by the newspaper industry and which supervises press standards, yesterday dismissed as "undesirable" calls for new regulations to cover the professional conduct of financial journalists.

But it has published a declaration of principle that says financial journalists should not use information obtained through their jobs for their own profit. It has also produced a six-point set of voluntary guidelines.

The council's declaration and its new, voluntary ethical code follows the Gower report and the Government's White Paper on investor protection. Professor Jim Gower, whose report was published last year, called for financial journalists and writers on tipsheets to be covered by the same regulations as those governing the registration and conduct of professional advisers.

The White Paper, which came out at the start of this year, said tipsheet publishers should have to be authorised, but that bona fide newspapers should not require authorisation.

The main points in the council's guidelines, drawn up after consultation with editors and press organisations, are:

The council said last night that it had decided against a rigid national code dealing with the conduct of financial journalists. It felt the variety among newspapers and periodicals plus the differing roles of financial journalists on them, would mean that a rigid code would be unhelpful.

Mr Geoffrey Owen, the editor of the FT, last night welcomed the council's declaration. He said it was in line with the FT's own views on what constitutes ethical behaviour.

The FT would be adopting the council's guidelines for its own staff.

Financial journalists should not be banned from owning shares or other securities. The council believes it would not be reasonable to demand a general ban.

Financial journalists should not write about shares or securities in which they - or their close families - have an interest without first disclosing the interest to their editor or financial editor.

Journalists should not buy or sell shares or securities - directly or through nominees or agents - if they have recently written about them or intend to write about them in the near future.

Editors can "release" journalists from this obligation "should unforeseen circumstances arise".

Financial journalists should not speculate by buying or selling shares or securities on a short-term basis.

Journalists should never buy or sell shares or securities - directly or through nominees or agents - if they have obtained price-sensitive, unpublished information about them through their job. Nor should they pass such information to others.

Journalists should never buy or sell shares or securities - directly or through nominees or agents - if they have obtained price-sensitive, unpublished information about them through their job. Nor should they pass such information to others.

The council said last night that it had decided against a rigid national code dealing with the conduct of financial journalists. It felt the variety among newspapers and periodicals plus the differing roles of financial journalists on them, would mean that a rigid code would be unhelpful.

Mr Geoffrey Owen, the editor of the FT, last night welcomed the council's declaration. He said it was in line with the FT's own views on what constitutes ethical behaviour.

The FT would be adopting the council's guidelines for its own staff.

Prof Gower said he had not yet had a chance to study the guidelines. His immediate personal reaction was that they were "helpful and a step in the right direction." But he added that as "the Press Council has no teeth [statutory authority] we will have to wait and see whether they will do any good."

Journalists on the Financial Times are already subject to a rule of ethical behaviour which is written into their contracts of employment. The rule is that anyone who uses information gained from their job before it is published, or who acts in any way that would jeopardise the FT's reputation for independent and unbiased comment will be regarded as guilty of misconduct and liable to instant dismissal.

Mr Geoffrey Owen, the editor of the FT, last night welcomed the council's declaration. He said it was in line with the FT's own views on what constitutes ethical behaviour.

The FT would be adopting the council's guidelines for its own staff.

Pit overtime ban ends

BY DAVID BRINDLE, LABOUR STAFF

THE PIT supervisors' union Naccos yesterday announced it was calling off its national overtime ban immediately without putting to ballot the National Coal Board's undertakings on colliery closures.

The decision, reached by the Naccos executive after talks at the board's headquarters, angered some union members who believed they had been given a categorical assurance that a fresh ballot would be held.

One regional official said: "I have been preaching this from platforms when I have been out telling the ban to the membership. We'll want to know the reason why it has been called off without a ballot."

Mr Ken Sampey, the union's president, who had himself said there would be a ballot on calling off the ban, said the executive had decided by a majority to take the decision straight away.

The rules required a ballot only in the case of strikes, Mr Sampey said. In the executives' view, the NCB had met all the points raised by the union.

MEXPO 85

EXHIBITION WORKSHOPS, SEMINARS ON MEXICAN INDUSTRY, EXPORTS, TOURISM JUNE 11-15, 1985, NOVOTEL, HAMMERSMITH

FREE SEMINARS

11 am-1 pm	TUESDAY 11th JUNE "TRADE AND INVESTMENT WITH MEXICO".
11 am-1 pm	WEDNESDAY 12th JUNE "TOURISM".
11 am-1 pm	FRIDAY 14th JUNE "THE MEXICAN IN BOND PROGRAMME".
6 pm	THURSDAY 13th JUNE "MEXICAN FASHION SHOW".

PLEASE CONFIRM YOUR ATTENDANCE WITH

NICHOLAS ATTITUDE,
DAVIN INSTRUMENTS LTD.
CAMBRIDGE
TEL: 0223 211414

LUIS CABRERA,
MEXICAN FOREIGN
INVESTMENT
INSTITUTE
TEL: 01 555 8000

TWO FOR THE PRICE OF ONE*

Between Heathrow and Manchester



This offer applies to
Dan-Air departures during June
from Heathrow 0810 and 1900
Manchester 0645 and 1700

Simply purchase a normal adult economy ticket, single or return and your partner goes free.
Just book up to one hour before
departure time and travel together.
For full details call your travel agent or Dan-Air
London 01-680 1011, Manchester
061 436 5555.

DAN-AIR
SCHEDULED SERVICES

THE ADVANTAGE IS INTER-CONTINENTAL

INTER-CONTINENTAL HOTELS

P.O. Box 777, Manama, Tel: 3 4300

For reservations call your nearest Inter-Continental Sales Office.
There are also superb Inter-Continental Hotels in Abu Dhabi, Al Ain,
Amman, Dubai, Muscat, Riyadh, Taif and over 80 cities around the world.

GET IT ON TAPE...

- Briefcase Recorders
- Micro-Mini Recorders
- Telephone Recorders
- Discreet Video Briefcases

JUST IN CASE!

BUY-SELL TRADE-INVEST

80 MILLION PEOPLE ARE WAITING FOR YOU IN MEXICO

Find out more at Mexpo '85

Mexico's dynamic trade fair

11-14 June 1985 10:30 am-8:00 pm

15 June 10:30 am-4:00 pm

Free Seminar on Trade and Investment

11 June 11:00 am-Call 0223-212414

11 June 11:00 am-Call 0223-212414

11 June 11:00 am-Call 0223-212414

WE'RE THE POWER BEHIND THE SMALLER BUSINESS.

These smaller businesses all have one thing in common.

They're going places. Some quickly. Some not quite so quickly.

But they're all going places. With a little bit of help from us at 3i.

We've always had time and money for the man who has the acumen and ambition to build a successful business.

He is the kind of man who is prepared to stand or fall by his own judgement. Because he believes in his ability.

And we have more experience in recognising the ability of entrepreneurs than anyone else.

Words? No, action.

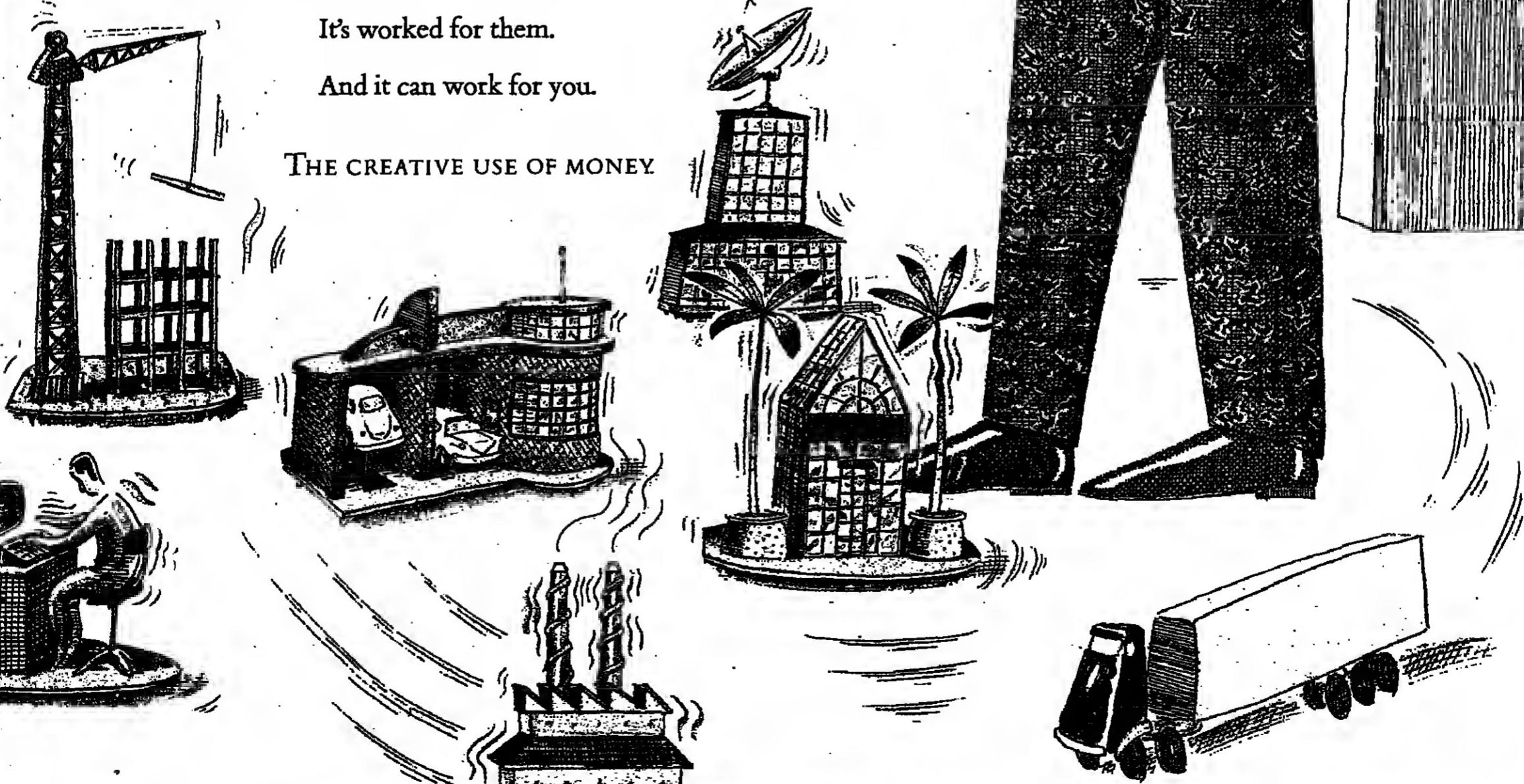
To date, we've backed some eight thousand small and medium-sized businesses to the tune of more than £1 billion.

Which makes us the largest source of venture capital in the world.

It's worked for them.

And it can work for you.

THE CREATIVE USE OF MONEY



WORLD OIL BUSINESS

BIG OIL
ADJUSTS

Why Arco is slimming down to its 'crown jewels'

By William Hall in New York

WHAT IS Arco up to? It is a question taxing many rival oil men, and Wall Street analysts, as they wonder the most dramatic voluntary restructuring yet announced by a major international oil company.

At the end of April Atlantic Richfield (Arco), sometimes regarded as the "eighth sister" of the international oil business, unveiled a far-reaching plan to turn itself into a smaller but more profitable company. Wall Street greeted the plan enthusiastically and Arco's share price leapt by close to a quarter in matter of days. But the plan has puzzled many in the oil industry.

Briefly, the company is writing off \$1.3bn, or virtually all of its earnings this year, to cover the losses on the sale of the bulk of its non-oil operations. It is selling about two-thirds of its service stations and drastically shrinking the size of its downstream operations, cutting back sharply on its oil exploration spending, and axing around 13 per cent of its remaining workforce.

This is the second write-off the company has taken in less than

a year. Last August it wrote off \$785m after tax to cover losses on the sale of most of its Anaconda metals and mining businesses, an ill-fated \$700m acquisition made when oil prices were soaring in the late 1970s.

To soften the blow to shareholders, Arco is increasing its annual dividend by a third and buying back close to a third of its shares for \$4bn transforming itself along the way into one of the most heavily leveraged oil companies in the world. Its debt to capitalisation ratio will jump from 35 per cent to close on 80 per cent.

Everyone in the oil business these days is talking of the need to slim down their operations and "enhance shareholder value." But no major oil company has gone anywhere near so far as Arco has with its plans to restructure its business.

Is Arco trying to protect itself and its giant stake in Alaska's rich oil reserves from an unfriendly corporate predator like Mr T. Boone Pickens, the maverick Texas oil man? Is the company more frightened than its competitors about the downside potential for oil prices? These questions and many more have been going through the minds of observers as they watch one of the more successful and better managed oil companies in the world reposition itself for the next decade.

To listen to Mr Bill Kieschnick, Arco's 52-year-old chief executive, explain what he is doing, one could be forgiven for thinking that it was one of Mr Pickens' disciples doing the talking. It is not just the Texas accent. Unlike many oil industry veterans, Mr Kieschnick

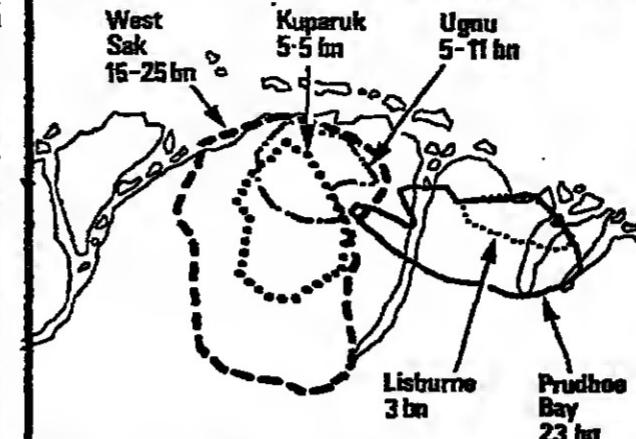
joined the old Atlantic Refining Company as a chemical engineer in 1947, he admits that the oil industry is over-capitalised and has not faced up adequately to the changed environment in which it finds itself.

"I will readily concede that we are less attractive as a takeover target," notes Mr Kieschnick, but he stresses that if his major objective had been to make his company invulnerable to takeovers he would have designed a very different package. Like many oil men, he feels strongly that Unocal and Phillips Petroleum have had to pay a formidable high price to fight off raids by Mr Pickens. They have been forced to do things they did not want to do and are already being labelled the "walking wounded" by rival oil company executives.

Arco has always had a reputation as a company which has not been afraid to challenge the oil industry's conventional wisdom. When the giants of the industry had given up hope of finding oil in Alaska, Arco, then a small regional oil company—persevered and in 1968 struck oil at Prudhoe Bay, the largest oil field ever discovered in North America.

A decade later it gambled on being able to profitably oil and gas properties into the mining business via the acquisition of Anaconda. When it realised that it had made a mistake it was far

PRUDHOE BAY: A 60 bn barrel reserve



Mr Bill Kieschnick

heavily influenced their thinking about the sort of company which they would like Arco to be.

Under its current financial projections, Arco has assumed that crude prices fall to \$27 a barrel in March 1985 and will remain at this level for the balance of the year. This compares with a current price of \$27.50 for West Texas intermediate 40° gravity crude.

The most popular scenario on Wall Street is that the oil price will drop to around \$25 a barrel where it will hold before beginning to rise again. Arco has tested its projections on various price assumptions, including the possibility that the price might drop as low as \$21 in 1987, or \$18 in 1988 dollars.

The second fundamental development which has undermined Arco's earnings-based growth projection has been the imbalance of US monetary and fiscal policy which has resulted in extraordinarily high real interest rates in the US and an overvalued dollar. Mr Bob Anderson, who is sometimes characterised as bringing up "the left wing" of the US oil business, says that the actions Arco announced on April 29 "are in no small sense a response to these problems."

"Many of the operations and plants which we are terminating in the US would be profitable operations almost anywhere else in the world. Something is terribly wrong with current US economic and monetary policies."

"We decided our traditional exploration programme, especially in the US, at this particular time was too large to fit the economic realities of

Previous articles in this series appeared on May 23 and June 3.

quicker to cut its losses than several rivals which had followed it into the industry.

Similarly, Arco's decision to drop its credit card three years ago (an unheard of move for a major oil company) and slash its retail petrol prices, caused uproar in the industry. But it enabled Arco to leap into first place in its California backyard, the biggest and most profitable petrol market in the US.

For the past couple of years Mr Anderson and Mr Kieschnick, who succeeded him as chief executive in 1982, have been watching two fundamental developments which have

permanent change. In our judgement we are not dealing with a blip in a long-term upturn, but have moved into a highly competitive environment in which all previous concepts and experience must be carefully re-examined to see whether they are still valid," says Mr Bob Anderson, Arco's chairman for the past 20 years.

For the past couple of years

Mr Anderson and Mr Kieschnick, who succeeded him as chief executive in 1982, have been watching two fundamental developments which have

prices," Mr Kieschnick states. Arco accepts it will not be able to match last year's performance when it replaced 17 per cent of its domestic crude oil and natural gas liquids production of 655,000 barrels a day, but it is confident that it can maintain and probably increase its production and 3bn barrel reserve base.

Having accepted that its reduced exploration and production programme was not going to damage the company over the long term, Arco then took the axe to its downstream refining and marketing operations. Unlike most of the US majors, Arco does not subscribe to the industry view that downstream operating margins will recover any time soon.

Consequently, Arco is undertaking an orderly withdrawal from petroleum refining and marketing east of the Mississippi, and concentrating on its more profitable West Coast operations, where it has a powerful market position and faces less competition.

The final major repositioning for the company has taken place in its \$3bn a year chemical operations. It has sold the bulk of its low margin commodity petrochemical operations and put the remainder, along with its 233,000 barrels-a-day Houston refinery into Lyondell Petrochemical, a new company. Arco has written down the assets of the company and hopes that it will develop into a low-cost merchant refinery-chemical producer. The rest of the business is concentrated on proprietary technology and specialty chemicals where Arco sees real long-term growth potential.

Mr Kieschnick describes the key elements of the new, slimmer Arco as "crown jewel operations." By eliminating the loss-makers it has reduced the drag on its earnings. This, together with the cuts in exploration staff and overheads should result in annual cost savings of \$500m.

While the cost-cutting is an important part of the new Arco, Mr Kieschnick also stresses intangible benefits such as the changes in the company's character that will follow from these moves. "Any time you have a company which is not burdened with a lot of loss controls, it can face the future more boldly. Each time you have a company with an array of winning operations, success seems to build on itself."

THIS NOTICE DOES NOT CONSTITUTE AN OFFER FOR SALE AND THE STOCK DESCRIBED BELOW IS NOT AVAILABLE FOR PURCHASE DIRECT FROM THE BANK OF ENGLAND. OFFICIAL DEALINGS IN THE STOCK ON THE STOCK EXCHANGE ARE EXPECTED TO COMMENCE ON THURSDAY, 6TH JUNE 1985.

PARTICULARS OF AN ISSUE OF £900,000,000
10 per cent TREASURY STOCK,
2004

SCHEDULE OF PAYMENTS:

Amount paid on issue £30.00 per cent
Amount payable on Monday, 166.75 per cent

19th July 1985 166.75 per cent
INTEREST PAYABLE HALFBALANCE ON 18TH MAY
1986 AND 18TH NOVEMBER

This Stock is an investment falling within Part II of the First Schedule to the Trustee Investments Act 1961. Application has been made to the Council of The Stock Exchange for the Stock to be admitted to the Official List. £900,000,000 of the above Stock has been issued to the Bank of England on 5th June 1985 at a price of £96.75 per cent. The amount paid on issue was £30.00 per cent and the amount payable on 19th July 1985 will be £66.75 per cent. The balance of £100,000,000 of the Stock has been reserved for the National Debt. Consideration of the public and other arrangements.

The principal of and interest on the Stock will be a charge on the National Loans Fund, with recourse to the Consolidated Fund of the United Kingdom.

The Stock will be repaid at par on 18th May 2004.

The Stock will be registered at the Bank of England or at the Bank of Ireland, Belfast, and will be transferable, in multiples of one penny, by instrument in writing in accordance with the Stock Transfer Act 1963. Transfers will be free of stamp duty.

Interest will be payable half yearly on 18th May and 18th November. Income tax will be deducted from payments of more than 25 pence per annum. Interest warrants will be transmitted by post. The first interest payment will be made on 18th November 1985 at the rate of £1,800 per £100 of the Stock. Until payment in full has been made and a completed registration statement has been filed with the Bank of England, the Stock will be represented by letters of allotment. Payment in full may be made at any time prior to 18th July 1985 but no discount will be allowed on such payment. Interest may be charged on a day-to-day basis on any overdue amount which may be accepted at a rate equal to the London Inter-Bank Offered Rate for seven day deposits in sterling ("LIBOR") plus 100 pence per annum. Such rates will be determined by the Bank of England in reference to market quotations, on the due date for the relevant payment. For LIBOR obtained from such source or sources as the Bank of England shall consider appropriate. Default in due payment of any amount in respect of the Stock will render the allotment of such Stock liable to cancellation and any amount previously paid liable to forfeiture.

Letters of allotment may be split into denominations of multiples of £100 on written request received by the Bank of England, New Issues, Watling Street, London, EC4M 8AA on any date not later than 11th July 1985. Such requests must be signed and must be accompanied by the letters of allotment.

Letters of allotment must be surrendered for registration, accompanied by completed registration form, when the final instalment is paid, unless payment in full has been made before the due date, in which case they must be surrendered for registration not later than 18th July 1985.

Copies of this notice may be obtained at the Bank of England, New Issues, Watling Street, London, EC4M 8AA, or at any of the Branches of the Bank of England, or at the Glasgow Agency of the Bank of England, 25 St Vincent Place, Glasgow, G1 1EP; at the Bank of Ireland, Moyne Buildings, 1st Floor, 26-30 Calton Street, Belfast, BT1 5BN; at Mullens & Co., 15 Moorgate, London, EC2R 5AN; or at any office of The Stock Exchange in the United Kingdom.

Attention is drawn to the statement issued by Her Majesty's Treasury on 29th May 1985 which explained that, in the interest of the orderly conduct of fiscal policy, neither Her Majesty's Government nor the Bank of England or their respective servants or agents undertake to disclose tax changes decided on but not yet announced, even where they may specifically affect the terms on which, or the conditions under which, the Stock is issued or sold by or on behalf of the Government or the Bank; that no responsibility can therefore be accepted for any omission to make such disclosure; and that such omission shall neither render any transaction liable to be set aside nor give rise to any claim for compensation.

BANK OF ENGLAND
LONDON

4th June 1985

Hot, aromatic cardamom coffee – the traditional Arabian welcome to an honoured visitor. And, true to all the traditions of Arabian hospitality, when you fly Gulf Air you fly not as a mere passenger, but as an esteemed guest.

When you fly Gulf Air you'll find its Golden Falcon service second to none from the moment you check-in until you arrive at your destination. Once on-board, no effort is spared to make you feel at home.

Luscious Omani dates, rose petal water, hot scented towels, free newspapers and movies – that's Golden Falcon First Class service.

Whether you choose First Class, new Falcon Business Class or Golden Economy,

you'll find the Golden Falcon service is unbeatable to the Gulf.

And that's the Arabian promise.

And now Gulf Air's Golden Falcon TriStars depart daily for the Gulf – 16 flights a week – from London Heathrow.

And when you fly Gulf, stay Gulf.

For more information contact your travel agent or Gulf Air, 73 Piccadilly, London W1V 9HF. Telephone: 01-409 1951,

Birmingham 021-632 5931,

Manchester 061-832 9677/8,

Glasgow 041-

248 6381 or

Key Prestel

223913.

طيران الخليج
GULF AIR
GOLDEN FALCON SERVICE

UK NEWS

BNFL DENIES FIVE CHARGES

Nuclear waste management called 'sloppy'

By RAYMOND HUGHES, LAW COURTS CORRESPONDENT

BRITISH Nuclear Fuels (BNFL) was accused yesterday of displaying a haphazard and generally casual style of management in the way it disposed of radioactive nuclear waste from its Sellafield plant in Cumbria, north-west England, in November 1983.

Opening the prosecution of the state-owned BNFL at Cirencester Crown Court, Mrs Helen Grindrod, QC, for the Director of Public Prosecutions, said that those responsible for the disposal of nuclear waste were required by law to act to a very high standard of competence.

We say BNFL fell short of that," Mrs Grindrod told the jury of eight men and four women.

"Hasty decisions and sloppy management won't do. That is what we say happened in November 1983."

BNFL, which could face unlimited fines if convicted, has pleaded not guilty to two charges under the 1965 Radioactive Substances Act and three under the 1985 Nuclear Installations Act.

It has pleaded guilty to a fourth offence under the 1985 Act concerned with the keeping of records.

Mrs Grindrod emphasised that the case concerned only events in November 1983 when radioactive material was discharged from Sellafield into the Irish Sea, contaminating nearby beaches.

The issue, she said, was whether BNFL was in breach of controls imposed on it in its management of Sellafield, in particular controls on the movements and disposal of nuclear waste.

The company has pleaded not guilty to:

Discharging highly radioactive matter and liquids into the sea "to such amount and at such a rate that radiation exposure ... was not as low as reasonably achievable."

Allowing highly radioactive material to enter a transfer pipe to a sea discharge pipeline without ensuring "so far as was reasonably practicable" that there was adequate means of preventing it having to be flushed to sea if it became lodged in the transfer pipe.

Discharging highly radioactive matter and liquids into the sea and failing last at least six weeks, continues to ensure that any person in the vicinity

Matsushita plans European research lab

BY RAYMOND SNODDY IN OSAKA

MATSUSHITA Electric, the world's largest consumer electronics company, is planning to set up its first European research and development laboratory in the UK.

If the project goes ahead, it is believed that it might be the first substantial research and development (R & D) investment by a Japanese company in Europe.

Matsushita, which this year will spend a total of \$900m on R & D, is already looking for a Briton to run the laboratory. Dr Shigeru Hayakawa, the company's senior managing director for R & D, said he had

asked Matsushita's subsidiary Panasonic UK to find a person of the right quality to lead the operation.

"I am thinking of opening the laboratory in the UK, but the problem is to find a good manager to run that operation," he said.

Dr Hayakawa said he had been considering siting the laboratory in West Germany but now thought that the UK would be the best location.

The Japanese company already has research operations in the US and Taiwan.

The possible areas of research include new media, such as cable and satellite television, office automation and computer software. Matsushita believes that most of those involved should be British.

"It would be meaningless if we send many people from Japan. If we are to have such a laboratory in the UK I believe that most of the people should be from the UK," Dr Hayakawa said.

Dr Hayakawa also said in an interview that he believed Matsushita had successfully developed the technology that would eventually make possible the manufacture of

three-dimensional integrated circuits of many times the capacity of anything presently feasible.

The Japanese scientist said he believed that the company would be able to put 5-megabit devices - 5m pieces of information on a single chip - into commercial use within three or four years. He believed 16-megabit devices could be produced in five years time.

Such devices, Dr Hayakawa said, could be used to process images for high-definition television pictures and, in the longer term, could produce solid-state tape recorders the size of a fingernail with no moving parts.

"We think we are ahead but until other companies publish we do not know," said Dr Hayakawa.

The Matsushita research executive said that the company intended to develop its own capacity in computer memory devices. But in other areas of computer technology, such as central processing units, Matsushita was talking with Immos, the Thorn-EMI subsidiary, Philips of the Netherlands and Intel and Motorola of the US about possible future co-operation.

Union is awarded £1.2m for ballots

By Philip Bassett, Labour Correspondent

THE GOVERNMENT has awarded public funds of £1.2m to the Amalgamated Union of Engineering Workers (AUEW). Britain's second-largest union, as reimbursement for the costs of its internal ballots. The move is likely to open fresh divisions over the Trades Union Congress (TUC) blanket opposition to that law.

Acceptance by the AUEW of TUC policy - the AUEW is the first union to break ranks on the issue - and places the TUC's formal opposition to the law under its most severe strain since its adoption in 1982.

For the Government, the move is an important breakthrough for ministers' hopes that unions will comply with the law. Welcoming it last night, the Department of Employment said: "It marks a step forward in the progress of the Government's wider programme to ensure that trade unionists really do have the opportunity to participate in their union's activities."

Leaders of the AUEW this week received notification from the Government's Certification Officer, who has statutory responsibility for overseeing unions' internal affairs, of his approval of the union's application for funds under the Employment Act 1980.

The approval of funds totalling just under £1.2m covers more than 150 ballots - the majority of them elections of AUEW officials - dating back as far as March 1981. It is by far the largest single approval so far made under the Act, and far outweighs the £106,633 previously spent in total under the first four years of the scheme's operation.

The Certification Office is also considering a second TUC application from the electricians' union EETPU, which, like the AUEW, is on the right of the union movement.

The AUEW's application was sanctioned by a membership ballot vote in the union which on a high poll showed 12-1 in favour. Although the application ran into opposition at this year's AUEW annual conference, a second ballot on the issue will cover only the principle, and future applications, and that successful claim will remain unaffected by its outcome.

LOSS OF 800 JOBS AFTER REJECTION OF UNIONS' PROPOSALS

British Steel to close Tinsley Park plant

BY IAN RODGER

BRITISH STEEL (BSC) has rejected union proposals for saving the Tinsley Park engineering steel plant in Sheffield, Yorkshire. It is proceeding with its plan to close the plant with the loss of 800 jobs.

BSC, which is state-owned, proposed closing the works in March but gave the unions an opportunity to present alternative proposals.

The unions suggested a political solution, involving refashioning of the economy and the introduction of selective import controls, so as to achieve a 25 per cent increase in demand for engineering steels over the next three years.

Engineering steels are used mainly in the motor industry. Demand has slumped in recent years with the decline of the UK motor industry. Mr John Pennington, managing

director of BSC Special Steels, said yesterday in a letter confirming the closure decision that the prospect of achieving a 25 per cent increase in demand was "remote". No money was available to subsidise Tinsley Park until it happened and the plant's operating costs were about £25m a year.

Moreover, if demand did rise by 25 per cent, the remaining BSC plants could meet it by working 20 shifts a week, instead of the 15 shifts planned when Tinsley Park closes.

Mr Pennington said that protectionist measures "would have to be approached with extreme caution in view of the 2½ ratio of exports to imports in the UK engineering steels sector. In the circumstances, regrettably, the decision has to be taken to close Tinsley Park and

there is no alternative to confirming today the closure proposal."

Mr Roy Bishop, divisional officer of the Iron and Steel Trades Confederation, said: "It's clear that British Steel does not want the ideas examined at the highest level."

BSC hoped the required redundancies could be achieved from volunteers not only at Tinsley Park but also at the nearby Rotherham and Stocksbridge works and the Special Steels Division headquarters in Sheffield.

Tinsley Park is the latest in a long series of closures in the engineering steels sector. In 1981, Dillport closed its Llanelli works in South Wales and BSC closed the London Works and Round Oak Steel Works in the West Midlands. In 1983, Lamro closed its Hadfield subsidiary in Sheffield and early

last year F.H. Lloyd closed its Dudley works in the West Midlands.

BSC and Guest Keen and Nettlefolds are the only remaining producers and they are awaiting government approval of a plan to merge their engineering steels businesses.

• The Lucas Girling vehicle components group yesterday announced plans to reduce the workforce in its South Wales factories by 700-800 over the next five years to improve competitiveness and secure their long-term future. Robin Reeves writes.

The Welsh component factories, located at Cwmbran and Pontypool, employ nearly 4,000 workers.

Assurances have been given to trade union representatives that there will be no compulsory redundancies.

Abbey Life offer values group at £504m

BY ERIC SHORT

THE PUBLIC offering of shares in Abbey Life Group, Britain's second largest linked life company, will involve 135m shares at a price of 180p each, valuing the whole group at £504m.

The offer was launched yesterday by S.G. Warburg, the merchant bank, which is arranging the sale of 48.2 per cent of the group for Abbey Life's parent, the US conglomerate

ITT. The parent, which will receive £243m from the sale before expenses, is planning to retain the other 51.8 per cent. The sale was an

nomination by ITT earlier this year as part of a £1.7m (£1.38bn) cash-raising exercise.

Abbey Life was founded some 24 years ago by Mr Mark Weinberg, now chairman and chief executive of Hamro Life - the last life company to come to the market and now part of BAT Industries.

It was a pioneer in the selling of linked life assurance - contracts that invest in the units of an underlying fund - in contrast to traditional life products, which offer guaranteed life products plus bonus additions.

Abbey Life, which suffered during the early 1970s in the period after the departure of Mr Weinberg, has shown considerable growth in new life and pensions business over the past five years. Its new business in 1984 was exceeded only by that of the established life companies, Prudential and Legal and General.

Applications open on Wednesday, June 12, and dealings are scheduled to start on June 19.

ITT took the decision to make a public flotation of Abbey Life, rather than a placing or even a sale to another purchaser, after a feasibility study by S.G. Warburg, which is handling the offer in conjunction with stockbrokers Rowe and Pitman.

A placing or a single buyer sale would have raised more cash for ITT. In the past few years, there have been a number of life companies sold by their owners, but in each case the sale was to a single purchaser.

Two life companies, Lloyd's Life and Providence Capitol, are in the course of changing ownership in such a manner.

CATCH THE VIDEO.

See Scotland's new business blockbuster on video - free - and discover a stimulating and dynamic business environment.

Growth and expansion are the key concepts in this dramatic presentation of the exciting financial opportunities available to businessmen.

You'll see a highly developed infrastructure serving new growth industries in the high technology revolution: Electronics (in some areas Scotland leads the UK and Europe), biotechnology and health care, the ever expanding service industries and advanced engineering.

All providing the growth-hungry company the means to expand and prosper.

If you're looking for bankable business prospects, catch the video, and catch up on Scotland.

I WANT TO KNOW HOW MY COMPANY CAN SUCCEED IN SCOTLAND. PLEASE SEND ME MY FREE VIDEO CASSETTE ENTITLED CATCH UP ON SCOTLAND. I WOULD PREFER VHS OR BETAMAX. (PLEASE TICK).

SEND YOUR COUPON TO: SCOTTISH DEVELOPMENT AGENCY ENQUIRY SERVICE, CURZON HOUSE, 20/24 LONSDALE ROAD, LONDON NW6 6RD OR TELEPHONE: 01-200 0200 NOW

NAME _____ POSITION _____

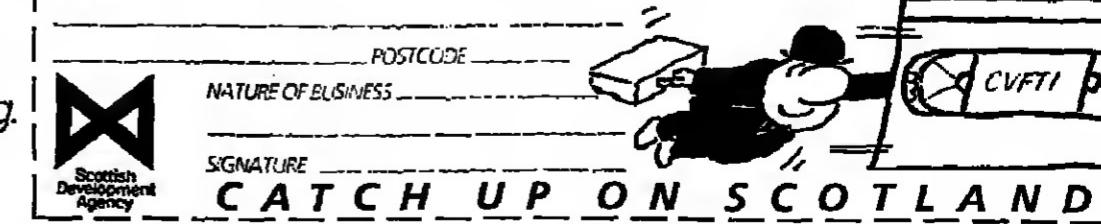
COMPANY _____ ADDRESS _____

POSTCODE _____

NATURE OF BUSINESS _____

SIGNATURE _____

CATCH UP ON SCOTLAND



Dixons Assistant Treasurer

North London £16,000

Exceptional profit growth and the successful acquisition of Currys has brought the market capitalisation of this dynamic and rapidly expanding group to over £260m.

A graduate is now required at corporate headquarters to assist the Treasurer in the following:

- ★ Foreign Exchange and cash management
- ★ Systems development and profitability analysis
- ★ Bank negotiations and relationships

Aged 24-28, you must be numerate, with a minimum of 2 years relevant treasury experience. Strong communication skills and the ability to absorb a high level of responsibility are essential. For the right applicant career prospects are excellent and the salary package is negotiable according to experience and capability.

Candidates should write to Andrew Sales, FCCA, Executive Division, enclosing a comprehensive curriculum vitae, quoting reference 261, at Michael Page Partnership, 31 Southampton Row, London WC1B 5HY.



Michael Page Partnership
International Recruitment Consultants
London Bristol Birmingham Manchester Leeds Glasgow
Brussels New York Sydney

Continuing the T'ang dynasty tradition!

The first paper money was a Chinese innovation dating from the T'ang dynasty and, along with fireworks, was one of their many original and ingenious inventions.

Twentieth-century finance has since developed far beyond the limitations of paper notes, but these same qualities of originality and ingenuity are the ones PA applies today in its work in financial institutions.

This sector, particularly retail financial services, is the fastest growing market for our expanding management consulting practice in the UK. We help banks, insurance companies and building societies to find innovative ways to improve profitability... win competitive advantage... sharpen marketing strategy... grow assets... reduce costs... and improve management effectiveness.

Principal Consultant Banking, Insurance and Finance Sector c.£30,000 + benefits

Part of our multidisciplinary, London-based team, you will be active in marketing, project team-leading and product development, working mainly with clients in the UK. The environment is intellectually stimulating, creative, and broadens career horizons.

A high-calibre professional, aged 30-37, you should already be on a fast-track career, probably with a financial institution or in consultancy. A good degree is required, but your precise technical or management discipline is less important than the ability to operate effectively and flexibly at a senior level with a diverse range of clients.

A more detailed position profile is available on request. Please send a brief cv, in confidence, to telephone Gary Gibbons, Banking and Finance Group, Ref: GM4/9325/FT, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Telephone: 01-235 6060.



PA Management Consultants

Hoggett Bowers

Executive Search and Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD AND WINDSOR

Credit Analyst

Far East Travel

City, £ negotiable plus Benefits Package

This is an opportunity to join a young and fast growing financial institution, being part of a major U.S. corporation, and to play a key role in the future development of the company, enjoying the career prospects that this will bring.

Our client is a worldwide Trade Financing Organisation providing a full range of banking services which include commodity-linked finance and project finance.

The successful candidate will take responsibility for the analysis of Asian financial and Trade Finance related risks and this will incorporate travel to Hong Kong, Tokyo and S.E. Asia.

Applicants will ideally be graduates with several years credit analysis experience within the Far Eastern sector. Knowledge of a relevant language would be ideal.

R. Knox, Ref: 218/FT. Male or female candidates should telephone in confidence for a Personal History Form 01-628 4200 Ext. 286/7/8, City Division, International Business Centre, 2 London Wall Buildings, London EC2M 5PP.

JOBS COLUMN

Mysteries of the executive selection trade

BY MICHAEL DIXON

JOB CANDIDATES who see themselves as prepared for anything recruiters might get up to, had perhaps better think again.

Even those who don't turn a hair at being assessed by astrology or body-measurement might well be taken aback by some of the "more obscure" selection dodges listed in a survey report, published today, by the Paul R. Ray International executive search consultancy. They include "Nipp tests," the "Kostick PAPI," and "work assimilations."

As well as sounding menacing, there were complete mysteries to me despite more than 12 years as a commentator on recruiting rituals. Fortunately Ken Miller, of London's Independent Assessment and Research Centre, soon cleared up two of them.

The Kostick PAPI—which stands for "perception and preference inventory"—is a measure of the personality type created by an American called Kostick, the rights to which apparently now belong to PA Management Consultants. As for Nipp tests, any chauvinist who thinks they must have originated in Japan is wrong. They are IQ-style measures developed by Britain's lamented National Institute of Industrial Psychology, and now in the charge of the National

Foundation for Educational Research.

Work assimilations still remained a mystery to Dr Miller and the Jobs Column alike.

Since in my book to assimilate is the same as to absorb, I guessed that they must have been imported from France where "a manager" has long been defined as "a machine for crushing work." I reasoned therefore that work assimilation tests must consist of loading would-be executives with heavier and heavier dollops of work to see how much of it they could take.

(Not altogether humane, perhaps, but surely no worse in principle than the stress interviews perpetrated by some satanic recruiters.)

Then I met Bob Worcester of Market Research and Opinion International, got back from Copenhagen and telephoned me. It just happens that Mori did the survey work underlying the Paul R. Ray International report which lists the obscure selection dodges.

He explained that "work assimilations" is his name—which he insists is the right one—for the kind of tests that everyone else seems to call work simulations.

The best known example is probably the so-called In-basket exercise developed by the psychologist Norman Frederiksen. It confronts executives

with a pile of letters, memos, notes on telephone calls and suchlike bumph, along with an outline of the candidates' supposed role in an imaginary organisation. The test is how well they cope with the managerial challenge represented by the bits of paper.

While some recruiters set great store by the exercise, follow-up research has shown that it is no more than weakly and erraticaly predictive of executive performance in real life.

So it seems that none of the three menacing-sounding selection tests holds any out of the ordinary fears for hard pressed candidates. But I fear the same cannot be said for another of the listed dodges.

It is to give candidates "several glasses of wine at lunchtime." While I cannot offer advice on how to pass that test—it might well be that preferring water, for instance, would constitute failure—at least readers will be forewarned not to mistake a prospective employer's hospitality for generosity.

But the clearing up of the mysterious selection devices still leaves a number of other mysteries outstanding in the disclosures of Ray International's report, whose main purpose was to find out what employing organisations think about the personal-approach recruitment methods used by ex-

cutive search consultants in general.

As I said, the report is based on research done independently by Mori. The survey covered the personnel chiefs of 141 leading organisations in Britain, including half a dozen banks—which raises a somewhat personal mystery.

Eight weeks ago I reported on what seemed to me sufficient evidence that bias in the City of London particularly felt they were not getting a fair deal from the executive search fraternity. I quoted one of the eight City people I consulted as saying:

"Very few of them generate any sort of feeling of being concerned to give value for money. They charge very substantial fees—usually 30 per cent of salary—most if not all of which they claim irrespective of whether they find the right candidate."

The Mori survey found entirely to the contrary. Of the sample of companies as a whole, about 80 per cent replied that they were at least fairly satisfied with the service they had received from executive searchers, including all six of the banks.

If any readers with first-hand knowledge of hawking matters can offer guidance on which of the two contradictory views is the truer, I'd be grateful to have it.

A further mystery arises from executive searchers' fairly low rate of success in filling the jobs assigned to them. Here the evidence is not just from the Mori survey (copies of which are available free from Ray International's Ian Christians at 58 St James's Street, London SW1A 1LL; telephone 01-498 2228). For it just so happens that Business Development Consultants (International) has also just published a survey of 188 employers' views of executive search.

Mori's findings imply that the headhunters succeed in bringing home the required executive bacon only about half the time. The other survey puts the success rate higher at 62 per cent.

Such less than impressive results surely chime oddly with the evidence that the bulk of the searchers' clients are at least fairly satisfied with the services received. The level of satisfaction indicated by the Business Development Consultants' inquiry is even higher than the Ray report's 80 per cent plus.

Odder still is that only a minority of the samples of either survey—21 per cent of BDC's but only 8 per cent of the other—seemed seriously concerned about the executive searchers' charges. These, as we know, often amount to about a third of the first year's salary

TWO PEOPLE with proven success in selling management consultancy services to the tune of £1m a year are needed by the P-E Consulting Group, which is now preparing to go to the Unlisted Securities Market. Salary indicator is £20,000 upwards plus bonus on results and perks including a car.

Inquiries to P-E's David Sears at Ferglove House, 168 Piccadilly, London W1V 9DE; telephone 01-498 2669.

£1m sellers

Fund Manager

UK FIXED INTEREST MARKETS

A major pension fund management group wishes to appoint a Manager in its London head office. The firm has very substantial funds under management, a significant proportion of which is invested in the UK fixed interest market. Funds are rapidly growing and the firm has an excellent reputation.

The successful candidate will have responsibility for the discretionary management of part of the funds invested in the gilt edged and sterling fixed interest markets.

This is a key appointment. Our client seeks an individual aged 25 to 30 with an exceptional flair for fixed interest fund management combined with the ability to work effectively with both clients and colleagues. High quality investment performance is needed.

A valuable compensation package with profit sharing and bonus schemes is offered. The long term opportunities will be excellent.

Please reply in confidence to:

Box FT/918, St. James's House, 4/7 Red Lion Court, Fleet Street, London EC4A 3EB.

MANAGEMENT CONSULTANT

London c.£25,000 + car

We have an exceptional opportunity for an experienced management consultant to join the expanding professional consultancy arm of an established group of companies.

The successful applicant will be mature, possess a degree or professional qualification and have at least two years recent management consultancy experience. Your record must indicate a variety of completed assignments including projects for the financial sector.

The salary offered will reflect the contribution you can make to new and existing clients. There is considerable scope for personal development, career progression and increased rewards.

If you are confident that you can make a contribution to our continued success, please send a comprehensive career résumé to K. S. Ball.

D S MANAGEMENT CONSULTANTS LTD
17-19 REDCROSS WAY, LONDON SE1 1TA
TELEPHONE 01-403 6774

ARE YOU WINNING IN THE JOB MARKET?

We have a programme that will help you get the right new job FAST. It produces outstanding results for our Clients. Telephone for a free, confidential appointment—or send us your c.v.

CHUSID
The Professionals in Career Development
London: 01-580 6771, 35-37 Pizzey St., W1P 5AF.
Bristol: 0272 222467, Maggs House, 78 Queen's Rd., BS2 1QX.
Birmingham: 021-632 5286, 14 Corporation St., B2 4RN.
Manchester: 061-238 0989, Sunley Building, Piccadilly Plaza.

Major Investment Company

Pension Fund Manager

Our Client, a leading Accepting House, seeks an outstanding additional Fund Manager for their Pension Fund Division. They hope to appoint a graduate with a research background in his/her late twenties or early thirties, capable of making a very positive and immediate contribution both in terms of investment management, and allied research.

The performance of Funds under management is our Client's top priority, therefore applicants should be able to demonstrate a successful track record in Fund Management, together with the high degree of communication skills necessary to liaise with existing and potential clients.

The remuneration offered will be competitive and negotiable according to age and experience and will include the usual merchant banking-type benefits.

Please reply in the first instance to Keith Fisher, quoting Ref. 654, at Overton Shirley & Barry, Prince Rupert House, 64 Queen Street, London EC4H 1AD. Telephone: 01-248 0355.

Overton Shirley & Barry
INTERNATIONAL SEARCH AND SELECTION CONSULTANTS

Pensions Manager Halifax Building Society

£30,000 + car + benefits

The Halifax is recognised as the world's number one Building Society, with a nationwide network of branches and total employees approaching 11,000.

Alongside the substantial growth of the society, the staff pension fund has also increased in value by 400% in five years, and is now approaching £200 million. To manage and have overall responsibility for the pension fund investment portfolio, they currently seek an experienced Pensions Manager. In addition to portfolio responsibilities, the successful candidate will be responsible for recommending concepts to the Investment Committee and Trustees, managing a small department and continually developing his or her awareness of fund management and the various investment markets.

Candidates should have a minimum of 5 years senior managerial experience in investment management covering significant sized portfolios.

The position will be based at the Head Office in Halifax and in addition to a salary around the indicator shown, benefits will include company car, subsidised mortgage, BUPA and a full relocation package (if appropriate).

Candidates should apply in confidence with a full CV and quoting reference MCS 6052 to:

Alannah Hunt,
Executive Selection Division,
Price Waterhouse, Southwark Towers,
32, London Bridge Street, London SE1 9SY.

Price Waterhouse
Business Needs Experts

As part of the expansion of our activities in London, AIBD wishes to fill the following senior positions.

A SYSTEMS MANAGER

required to accept responsibility for the successful installation and running of a DEC VAX system, together with the scheduling and production of time critical services. The successful candidate should have at least 7 years E.D.P. experience and should be capable of making significant contributions to the future development of AIBD's computer services.

A DATA MANAGER

to organize and accept responsibility for the entire data gathering function which is essential to the production of the Association's various services. He/she will also be expected to contribute to the evolution of our services to meet the changing needs of the market.

Remuneration will be competitive and related to experience. It is expected that a car, together with health insurance and non-contributory pension scheme will be included. Applications, which will be treated in the strictest confidence should be made to Royston Lambert at:

AIBD
The Association of International Bond Dealers
International House
1 St. Katharine's Way
LONDON E1 9UN

FUTURES/HEDGING SPECIALIST

Leading UK Merchant Bank Expanding its Treasury Operations

Our client is a leading British Merchant Bank with substantial international operations. Capitalising upon their strong trading position and prestigious name, they wish to become more reactive in the international money markets.

You will have the responsibility of establishing a central hedging and arbitrage service to be developed into a profit centre. Applying knowledge of futures markets, it is likely that you will work in several financial areas such as money market instruments, bonds, and swaps, as well as foreign currencies.

You will need to have up to date and in-depth knowledge of a City based futures operation, not necessarily from banking, with a keen interest in the financial markets. Age indication 25-35. Remuneration up to c. £20,000 pa. Your name will not be released until we have briefed you and you have given your consent. Please write to me, Robin McWilliams, Consultant to the Bank.

Business Development Consultants (International) Ltd
63 Mansell Street, London E1 8AN.



Credit Management Marine Fuels and Lubricants A key role in a global business

BP Marine International is a major supplier of fuels and lubricants to ship operators world-wide. It is part of BP Oil International Limited. As part of the small credit management team, your role will be critical to the success of the business. It will involve assisting in providing a credit management service for our marine businesses by advising sales units in the UK, and associated companies and sales agents overseas, on the application of credit policy and procedures; following up delinquent accounts and negotiating repayment; and assessing the creditworthiness of existing and prospective customers. Candidates must have at least 5 years' experience

either in credit management, ideally with an oil major, or in banking, preferably with some knowledge of the shipping world. A qualification to degree level or membership of the Institute of Credit Management by examination is required. Salary is negotiable and excellent benefits include non-contributory pension and assistance with re-location costs, where appropriate. Please write or telephone for an application form, quoting ref. B.233, to: Susan Skoler, Recruitment Branch, The British Petroleum Company p.l.c., Britannia House, Moor Lane, London EC2Y 9BU. Tel: 01-920 3484. BP is an equal opportunity employer.



BP Oil International Limited

A development role in investment analysis

c.£14,250 pa

West London

Imperial Inns & Taverns thriving business is built upon the successful management of a national network of pubs and the development of exciting new catering concepts within them.

We need a specialist investment analyst to advise on capital development within our Taverns division.

The individual we seek must be an accomplished, fully qualified accountant. Your job will be to prepare investment proposals for capital developments under consideration by Regional General Management, investigating and advising on the viability and potential of each project, and assisting in the presentation of chosen options to senior line management. Your responsibilities will include implementation of post audit appraisals for approved projects, and you will be expected to have strong analytical skills and man-management ability, for assessing and presenting returns of proposed and accepted projects.

Personality is particularly important in this job which demands a vigorous, ambitious individual with well-developed communication skills and the ability to take advantage of considerable career prospects in our growing business.

A salary of around £14,250, negotiable according to experience, will be offered, with a full range of attractive large company benefits as you would expect.

Please write with a comprehensive c.v. to Mr M. de Couver, Resourcing Manager,

Imperial Inns & Taverns Limited, Thameside House, 42-50 High Street, Brentford, Middlesex TW8 0BB.

IMPERIAL INNS & TAVERNS

CREDIT MANAGEMENT

North London

United Dominions Trust Limited is one of Britain's major finance houses and a member of the TSB Group. We currently have a vacancy for a senior executive in our credit function.

The prime aspects of the role are the control, analysis and review of credit proposals for a variety of commercial lending facilities as well as providing professional advice on credit matters to line management and assisting in the training of their staff.

Candidates, likely to be in the age range 28-40, should be of graduate calibre and/or professionally qualified eg AIB, FMD. They

should have broad experience in the consideration of lending proposals to enable them to work with a minimum of guidance and supervision.

We will provide a highly competitive salary, and benefits including mortgage subsidy and free pension and life assurance.

To apply, please telephone 01-440 8282 ext 2060 for an application form or send a full cv, quoting current remuneration to: Glenn Connell, Personnel Officer, United Dominions Trust Limited, Endeavour House, 1 Lyonsdown Road, New Barnet, Herts EN5 1HU.

United Dominions Trust
A member of the **TSB** GROUP

Significant Opportunities within FX Markets Expanding operations - City

Merrill Lynch International Bank is expanding its Foreign Exchange Brokerage Unit in London. The Unit provides a much respected service to major institutions throughout Europe, including 24-hour trading in world markets, investment advice and long-term assessments.

As part of this expansion, there are now vacancies for creatively orientated professionals who see their future in a fast-moving, pro-active role backed by on-going research, market analysis and financial expertise.

We would like to hear therefore from:

experienced Dealers/Brokers with a considerable background in international currency operations;

ambitious professionals with some 2-4 years trading experience within financial futures or foreign exchange;

and also from suitably qualified young graduates who wish to learn, and make their mark in the business.

Multi-lingual skills would be an advantage at all levels of appointment.

Highly competitive incentive orientated compensation is offered, reflecting performance in a highly successful operation.

Please write, enclosing career details to: Keith Robinson, Recruitment Manager, Merrill Lynch Europe Ltd, 27 Finsbury Square, London EC2A 1AQ.

Merrill Lynch

RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-638 9216



Recently established City based U.K. Financial Institution offering a range of Merchant Banking services has the following vacancies

SENIOR MARKETING EXECUTIVE BANKING — ITALIAN SPEAKING

LONDON BASED

This vacancy is open to Bankers, aged 28-35, who have acquired at least 5 years banking marketing experience with an established Italian corporate client base, and who have two years practical experience in putting together loans, particularly in the Italian market. Reporting will be to the Head of Corporate Finance and responsibilities will cover the provision of largely trade finance, to include forfeiting, to Italian corporate and prospective corporate clients. This will involve generating business through identifying the client, constructing the most appropriate finance package and taking the deal through to completion. Up to 40% of time will be spent in Italy. The successful applicant must be able to move to the position of Head of Marketing for Italy and assist in start-up situations in other European countries. *Applications under reference SMEB16775/FT.

N.B. A further similar vacancy exists for a Marketing Executive, aged 25-30, with 2½ years experience, to cover marketing in the U.K. to Corporate clients. Up to 40% of time will be spent in the field. Knowledge of forfeiting is important. Prospects to move to a senior position elsewhere in Europe. *Applications under reference ME16776/FT.

MONEY MARKET DEALER

£25,000-£45,000

We invite applications from Money Market Dealers, aged 25-35, with at least 5 years experience. As part of a team of 4, the successful applicant will be responsible for funding corporate lending, running the money market books, trading F.R.N.'s, C.D.'s and financial futures. *Applications under reference MMD16777/FT.

JUNIOR SPOT FX DEALER

£18,000-£24,000

Applications are invited from dealers, with 1-2 years experience, aged 24-28. As part of a team of 4, the successful candidate will act as assistant to the Senior Spot Dealer and be responsible for making prices in U.S. Dollars and leading European currencies in spot and forward markets. *Applications under reference JSF16778/FT.

CREDIT ANALYST

£14,000-£16,000

Applications are invited from Credit Analysts, aged 22-26, who have acquired at least 12 months credit analyst experience within banking. As part of a small analysis team, the successful applicant will be responsible for analysing U.K. and Italian companies and assessing their borrowing requirements. This will involve identifying the requirement, structuring, agreeing the loan, its documentation and seeing proposals through to completion. A high level of autonomy will be vested in the appointee who will be expected to develop the team further. Knowledge of E.C.G.D. or SACE is important, as is a knowledge of macro economics in looking at country, political and risk exposures. *Applications under reference CA 16779/FT.

In addition to the above salaries, fringe benefits include non contributory pension, free life assurance, free family B.U.P.A. and assistance with removal expenses if necessary, and subsidised mortgage facility.

*Applications in strict confidence under the appropriate reference above, will be forwarded unopened to our client, unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager.

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH.

FX DEALERS

As a result of the planned expansion of its FX dealing activities, Bank of America is seeking a small number of experienced spot and forward dealers to add further strength to its existing team.

In addition to a proven record of profitability, candidates must have a high market reputation and a keen interest to contribute to the growth of one of the City's most active dealing rooms.

Opportunities for further career development are excellent and competitive salaries will be augmented by an attractive package of fringe benefits in line with best banking practice.

Write, with full personal, career and salary details to: A. J. Tucker, Area Personnel Manager, Bank of America, 25 Cannon Street, London EC4P 4HN.

Bank of America

Executive Job Hunters!

£20,000 p.a. ++

FACT: There are more executives seeking top jobs than there are jobs available.

PROBLEM: How to secure a new position easily and confidentially.

SOLUTION: Ask experienced professionals to help you. We advise on your career options, design a personal market plan, and work with you in team work to locate your next appointment.

London is the executive recruitment centre for the English speaking world. Through our network of contacts, information systems and technology, over 80% of our clients have identified unadvertised vacancies.

We charge you fees for our work — it could be the best investment you ever make.

Contact us today. An initial meeting is free.

Expatiates enquire about our EXPAT EXECUTIVE SERVICE.

Connacht

Executive Management Services Ltd,
32, Savile Row, London W1 01-734 3879

FOREX APPOINTMENTS

For Foreign Exchange and Money Market appointments at all levels consult a specialist

TERENCE STEPHENSON
Prince Rupert House, 9-10 College Hill, London EC4R 1AS - Tel: 01-348 0263

**Amsterdam-Rotterdam Bank N.V.
London Branch
Zoekt een
Hoofd Afdeling
Account Services**

**Salarisindicatie: v.a. £12,000 afhankelijk
van leeftijd en ervaring plus emolumumenten.**

leeftijd bij voorkeur 28-35 jaar.

Het Kantoor Londen van onze Bank zoekt voor deze functie iemand met een ruime bankervaring en kennis van het Nederlandse en Engelse banksysteem, locaal zowel als internationaal.

Dit houdt bij voorkeur in: kennis van het Internationale betalingsverkeer en inkassi, basiskennis van valutatransacties en Dokumentaire Akkredietlenen, en goede bekendheid met de procedures inzake het voeren van rekeningen voor Nederlandse en Engelse bedrijven.

De succesvolle kandidaat zal verantwoordelijk zijn voor de dagelijksche leiding van de afdeling Account Services en direct contacten onderhouden met de cliënten van de Bank. Een goede communicatieve vaardigheid zowel in het Engels als het Nederlands is derhalve van essentieel belang.

Indien u de ambitie heeft uw eigen afdeling te leiden, en de energie en het enthousiasme kunt opbrengen een daadwerkelijke bijdrage aan ons bedrijf te leveren, verzoeken wij u schriftelijk (in het Engels) te reflecteren, onder bijsluiting van een volledig curriculum vitae, aan:

Mr. John Parker, Head of Personnel, Amsterdam-Rotterdam Bank N.V. 101 Moorgate, LONDON EC2M 6SB



BADENOCH & CLARK

**STOCKBROKING
INSTITUTIONAL SALES**

To £25,000

Several of our clients, some of the most prestigious stockbroking names in the City, have requirements for talented young Sales Executives to join their successful and expanding teams. Interested applicants will have gained two years experience with a recognised firm either in sales or possibly in research, and should have the character and ambition to further their career in a more dynamic environment. There are positions available both for Generals and for those who have and wish to maintain sectoral responsibilities. There are requirements on both UK and International desks. These positions can offer both attractive career prospects and remuneration to the right candidate.

ACCOUNT OFFICER

c.£17,000 + Bens

Our client, a major Accepting house well placed to expand, is seeking a high calibre lending officer to supplement a team in its Banking division.

The successful candidate will be a graduate in his/her mid-twenties with two years' experience of Corporate Banking, gained either in a Merchant Bank or possibly in a prestigious International Bank. You will be able to display a strong credit background and a facility with loan documentation, and you should wish to develop your marketing flair in this progressive organisation.

If you would like to discuss these positions further please contact Christopher Lewellen or Stuart Clifford.

Financial Recruitment Specialists
16-18 New Bridge St, London EC4V 6AU
Telephone 01-583 0073

ACCOUNTANT
£16,000 neg

Due to the integration of this Major Merchant Bank and Stockbroker, a career opportunity exists for a suitably qualified Part-time Qualified Accountant. You will be involved in setting up a new securities company with the emphasis on Management Accounts, Financial Analysis and liaison with the Development Control and Procedures. Age 25/30 + mortgage + bonus.

**RESEARCH
ANALYST**
£15,000

Prestigious Merchant Bank seeks a Research Analyst with approximately 2 years' research or analysis experience from a bank, broker or insurance company to join their international research team. Financial Analysts with a background in commercial banking with an enthusiasm for the market and able to show considerable initiative. Highly developed communication skills are vital to this role.

**TRAINEE MARKETING
OFFICER** £13,000

In addition to a minimum of 2 years' relevant experience, we offer a comprehensive package including contributory pension scheme, free life assurance and profit sharing.

If you are looking for an opportunity with excellent career prospects for career progression, please write in strict confidence, enclosing a detailed cv to Lesley Holmes, Group Personnel Officer, Allied Hambro Financial Management, 9-15 Sackville Street, Piccadilly, London W1, or telephone her on 01-437 7844 for an application form and further information.

**Yorkshire
Health
Region**

Detailed applications marked 'In Confidence - District Manager Appointment' to the Chairman, County Councillor J Roydon-Moore CBE, Bradford Health Authority, Daisy Bank, 105 Duckworth Lane, Bradford, West Yorkshire BD9 6RL by 21st June 1985.

DISTRICT GENERAL MANAGER

BRADFORD HEALTH AUTHORITY

This is the principal post in the Authority which serves a largely urban community in West Yorkshire with a population of 336,000 and an annual budget of £58m.

Management responsibility will be to the Authority for the effective deployment of available resources in support of health and patient care; for implementing its policies and for its financial performance.

Essential requirements are: a proven record of general management success in a large organisation involving control of a substantial annual budget, high qualities of dynamic leadership, and the ability to implement plans, initiate change, motivate others and command the respect of multi-professional colleagues.

Salary and conditions of service will be commensurate with experience.

Buckmaster & Moore

Stockbroking in The Isle of Man

If you are concerned with the changes taking place in stockbroking and are considering the possibility of moving to a firm whose future is assured, we invite you to contact us.

We are looking for individuals or groups to join our rapidly expanding firm in the Isle of Man. Your own client base would be considered an advantage, and could easily be serviced from the Island.

There is no age restriction and senior individuals are encouraged to respond. All usual benefits also include an attractive living and working environment and the benefits of low taxation.

Please write in the strictest confidence enclosing a full c.v. to R. L. Margot (Partner),



Buckmaster & Moore,
Members of The Stock Exchange,
3 Athol Street, Douglas, Isle of Man.

Electronic Banking Marketing Officer

c. £18,000 + car

The Chase Manhattan Bank is a world leader in the provision of Electronic Banking. Currently we are looking for a Marketing Officer to augment the UK team responsible for marketing our services to premier UK corporations and institutions.

Working with bank relationship managers and operations teams, you will present the Chase range of electronic-accessed banking services to customers. This is a highly interesting role and one in which you will often find yourself supporting the introduction of new Chase technologies and products.

Other aspects of the work include assisting in the production of marketing plans, and in meeting training needs, identifying market and product development requirements and contributing to all other activities which help to maximise the sale of our products.

Experience of domestic or international cash management gained in a banking or financial service environment would be a real asset though considerably more vital is the potential and motivation to succeed in a challenging field. Certainly you should possess excellent interpersonal and communication skills, and be a talented negotiator who relishes responsibility.

In addition to an excellent salary commensurate with your experience, we offer the full range of benefits you would normally expect from a major international bank, including preferential mortgage, personal loans, a non-contributory pension scheme, free medical insurance and bonus.

To apply, please write to Shirley Caine, Human Resources, The Chase Manhattan Bank, N.A., Woolgate House, Coleman Street, London EC2P 2HD.



Tax Manager

London

up to £25,000 + car

Marks & Spencer has a record of real growth few other companies can equal. We have now extended our operations to more than 260 stores in the UK and a profitable presence overseas.

Past growth and plans for large-scale future developments now require the setting up of an in-house tax function with a Manager who will have responsibility for the full range of tax affairs of the Company.

Duties will include advising on new projects and future plans on a group wide basis as well as compliance work.

The position of Tax Manager requires a qualified accountant with at least two years' experience of tax management in a professional practice or large commercial undertaking.

A commercial outlook, self-motivation and the ability to communicate effectively at all levels are essential.

As well as attractive salary and company car, the benefits package includes a non-contributory pension scheme, free life assurance and profit sharing after qualifying period.

Applicants should write, enclosing full CV and quoting reference PT, to Management Recruitment, Marks & Spencer Plc, Michael House, 57 Baker Street, London, W1A 1DN.

Marks & Spencer

INNOVATIVE FINANCIAL ENGINEER £27,000-£35,000 + Benefits

Our client, a well respected City institution, seeks a highly professional individual (ACA or equivalent) whose present involvement in high level negotiations has resulted from a sound technical grounding in major asset finance. Aged 32-35 years, applicants should combine an in-depth knowledge of big ticket leasing, project and export finance in relation to the UK, US and European markets, with first class negotiating skills and the technical ability to formulate individual financial packages of a highly complex nature.

INTERNATIONAL TAX EXPERT £Neg

An opportunity now exists for an entrepreneurial taxation specialist to join a leading Merchant Bank. The successful candidate, aged 32-36 years, will possess a professional accounting or legal qualification together with the proven ability to solve complex international tax problems. Equally important is the creative flair to identify new business opportunities and operate independently in an expanding, innovative environment. The financial package is negotiable, but will reflect the seniority and importance of this position.

ACA'S - UK TAXATION

We still seek applications from ACA's, aged 27-30 years with a minimum of 2 years' UK corporate taxation experience, who are keen to utilise their creative financial skills more fully, in an aggressive banking environment. Vacancies are with a Merchant Bank and a large US Bank.

For the above vacancies please contact Jill Backbone or Brian Gooch
All applications will be treated in strict confidence.

JONATHAN WREN & CO LIMITED,
170 Bishopsgate, London, EC2M 4LX. Tel: 01-623 1266

Jonathan Wren
RECRUITMENT CONSULTANTS

SALES MANAGERS

A finance house specialising in consumer credit, particularly in credit cards for the retail market, seeks to recruit three sales managers.

Successful candidates must have had at least 10 years' wide experience of instalment credit, be knowledgeable, articulate and dynamic in their ability to seek new business. It is essential they are self-motivated and enjoy the challenge of selling in a highly competitive environment.

These posts offer a basic commencing salary of c. £15,000 p.a., a performance-related bonus, car and other benefits.

Candidates, who will be aged 35/45, should write in confidence to:

THE MANAGING DIRECTOR
CLUB 24 LIMITED
Claypit Lane, Leeds LS2 8DY

Business Systems Analysts

City

Our client, a major international organisation, has recently introduced IBM System 38 into its operations and developed revised information and control systems. This change has resulted in the need to recruit a number of experienced business analysts.

These important positions will be concerned with the assessment and analysis of business work flows, the identification of data entities, and their consequent inter-relationships and relevance to broader corporate strategies.

Preferably aged 28-38, candidates should have several years' — preferably post-graduate — experience in Management Accounting, Operational Research or Production Planning. A background of computer analysis and design is essential, and a knowledge of the IBM System 38 architecture and related techniques would be an advantage.

An excellent remuneration package will reflect both experience and the level of the appointment. Benefits are those appropriate to an international organisation and include non-contributory pension scheme.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. M. Hordern ref. B.2039.

These appointments are open to men and women.

HAY-MSL Selection and Advertising Limited,
52 Grosvenor Gardens, London SW1W 0AW.
Offices in Europe, the Americas, Africa, Australia and Asia Pacific.

HAY-MSL

CONFIDENTIAL ADVERTISING

THOS. R. MILLER & SON
(UNDERWRITING AGENTS) LIMITED

LLOYD'S MEMBERS AGENCY DIRECTOR

Our client, an expanding and respected Members' Agency, seeks to appoint a Director to assist in the continuing development of their business. This is an exceptional opportunity to join the Lloyd's Market at a senior level.

The person appointed will have a combination of professional qualification/degree and ability to communicate. You will be particularly responsible for assessing and monitoring syndicate performance, both by analysis and investigation of figures, and developing personal contacts. You will also liaise with and advise both existing and potential Underwriting Members.

Houghton Sanderson Associates Ltd



Management Consultants

Aged 28-40, you will need to demonstrate a proven record of working as part of a successful management team, not necessarily with the Lloyd's community. A full induction into the working of Lloyd's will be given. Our client's policy with appointments of this seniority is to discuss and agree remuneration with the successful applicant.

Applicants, male or female, are invited to write enclosing a comprehensive c.v. to:

John M.F. Dixon, Director,
Houghton Sanderson Associates
Limited, Peck House, 20 Euston
Road, London EC1M 1AN.

PRODUCT DEVELOPMENT OFFICER

Electronically Based Financial Services

Standard Chartered is one of Britain's largest banking groups, with gross assets exceeding £28 billion and more than 2,000 offices in over 60 countries.

We wish to recruit an officer experienced in a range of electronic customer services to strengthen our research and development area. The post will involve market research, product identification and the development and launch of new products, working within our Group Development Department.

The ideal candidate will be aged 28-35 years, will be a graduate/MBA and probably be an AIB. He or she will have had a direct personal involvement in the development

and launch of electronically based financial services, probably of a cash management nature, with emphasis on a marketing role.

Applicants must have good interpersonal skills, with the ability to work as part of a small team.

A generous salary, plus the usual banking benefits, will be provided and good prospects for advancement within the research and development area exist for the successful candidate.

Please apply with a comprehensive c.v., stating present emoluments to Jean Collins, Assistant Manager, U.K. Personnel Services, Standard Chartered Bank, 10 Clements Lane, London, EC4N 7AB.

Standard Chartered

CAPITAL MARKETS SCANDINAVIAN ACCOUNT OFFICER

We are seeking a Junior Account Officer to assist in the organisation effort in Eurobonds, Swaps and other capital markets products in Scandinavia. At least two years' of specialised Scandinavian marketing experience with a leading house active in the region is required. Knowledge of Swedish, Danish, Norwegian and German is desirable with fluency in Swedish a pre-requisite. A competitive salary package will be offered to the successful candidate.

Write Box A9031
Financial Times
10 Cannon Street,
London EC4P 4BY

EUROPEAN FINANCIAL CONTROLLER OF A MULTI-NATIONAL MANUFACTURER

Circa £16,000
Our client is a division of a well known Group with turnover of £100 million. They are looking for an ambitious chartered or management accountant, aged 25-32, to assume a key role. Experience in the preparation and interpretation of consolidated accounts, budgets and forecasts is essential. Good familiarity with computer-based systems is desirable. Based in SE England, the position involves travel and requires a knowledge of German. An excellent compensation package, including relocation will be offered.
PLEASE TELEPHONE
ANN RIGG ON 01-537 2100

General Manager

Mortgage Systems Limited.

Age 30-40

c. £30,000 + car

This new and unusual appointment will interest executives who have succeeded as managers in the secured lending field and who would like to earn a seat on the board of a dynamic company in a growth market.

Mortgage Systems Limited manages mortgage funds on behalf of merchant and foreign banks, and insurance companies. Located in Fleet, Hampshire, the company has 50 staff and is expanding fast. It provides the management interface between its lender clients and borrowers via a network of retail intermediaries including mortgage brokers and insurance companies. Its strengths include the efficiency of its computer-based mortgage processing operations, and the ability to design innovative mortgage products and market them successfully. Mortgage Systems Limited, who now incorporate the Index Linked Mortgage and Investment Co Ltd, launched the first index-linked domestic mortgage scheme and broke new ground with low start flexible payment systems.

Reporting to the Managing Director, the General Manager will manage the principal line



PA Personnel Services

Executive Search · Selection · Psychometrics · Remuneration & Personnel Consultancy

Hyde Park House, 60a Knightsbridge, London SW1X 7LE.
Tel: 01-585 6000 Telex: 27574

PENSION FUNDS ADMINISTRATOR

circa £13,000 p.a. plus benefits

Our client, a leading Investment Management House, has an opportunity for an experienced funds and securities investment administrator. Acting as number 2 within the department and undertaking a supervisory role you will assist with client contact and administration of pension funds. Therefore, solid organisational ability and good interpersonal skills are essential.

The successful candidate will have experience in, or a good knowledge of, the preparation of data for monthly statements, making reconciliation of accounts, preparation of performance figures and the ability to detail transactions of clients pension funds. Although the department is computerized you will have a good working knowledge of accounting/bookkeeping.

Applications will be welcomed from candidates who meet the requirements through experience, or from qualified Accountants and Chartered Secretaries.

If you consider you have the right experience to undertake this important role please write in strictest confidence enclosing a current c.v. to:

Derek A. Burn, MCP Consultants, Halton House, 20-23 Holborn, London EC1N 2JD

MCP Consultants

Financial Sector Human Resources

Investment Manager Henderson Administration

As a result of continuing growth, Henderson Administration is now seeking an additional pension fund manager for its expanding UK department.

An independent publicly quoted investment management company, Henderson Administration has rapidly increased its funds under management to over £2.6 billion. The pension fund department is responsible for around 40% of this total.

This is an important position which will provide the right person with a challenging opportunity in an environment that is both professional and agreeable.

The successful candidate is likely to be around 30 years old, with several years' experience in managing pension fund portfolios.

Remuneration will be competitive and will include non-contributory pension, profit-sharing, a share purchase scheme and other normal benefits.

Applications will be treated in total confidence and should be made to C. G. Clarke, Henderson Administration Group plc, 26 Finsbury Square, London EC2A 1DA.



Henderson. The Investment Managers.

Phillips & Drew

PRIVATE CLIENTS DEPARTMENT

The Department wishes to recruit additional Portfolio Managers' Assistants for its expanding Private Client business.

Applicants, probably in their early twenties, should have at least one year's relevant experience.

A competitive salary package, including bonus, will be offered to the successful candidates.

Please apply, in confidence, enclosing full curriculum vitae, to:-

Miss Deborah Harman, Phillips & Drew,
120 Moorgate, London EC2M 6XP.

Top Executives

earning over £20,000 a year

Can you afford to waste nearly £2,000 a month in delay? Minster Executive specialises in solving the career problems of top executives. The Minster programme, tailored to your individual needs and managed by two or more partners, is your most effective route to those better offers, 75% of which are never advertised.

Our clients have an impressive record of success - many blue chip companies retain our services in the redeployment of their top people.

Telephone or write for a preliminary discussion without obligation—or cost.

MINSTER EXECUTIVE LTD
28 Bolton Street, London W1Y 8HB. Tel: 01-493 1309 / 1085

District Treasurer

Salary £20,203 progressing to £23,589 (increase pending)

The Authority has a current revenue allocation of £40 million and manages the Health Services within the boundary of Chester and Ellesmere Port Local Authority Districts, serving a resident population of 176,000 and a hospital catchment population of over 200,000.

In addition it is responsible for the management of the Cheshire Ambulance Service.

The Authority's proposed management arrangements, following the implementation of the 'Griffiths' Report, emphasise the importance of a positive and dynamic involvement of the Treasurer in professional areas of work, as well as his participation in General Management as a member of the District Management Board. In particular, the Treasurer will play an important role in the introduction of clinical budgeting.

Applications are invited from professionally qualified accountants.

Application forms and further details from District Personnel Department, Chester Health Authority, P.O. Box 42, Lightfoot Street, Chester, CH2 5TB. Tel: 0244-818541 Fax: 856. Closing date 15th June 1985.

**CHESTER
health authority**

INTERNATIONAL VOLUNTARY SERVICE
SMALL BUSINESSES MANAGER/TRAINING OFFICER

for vocational training centres in Swaziland. The manager/training officer will carry out and train others in production co-ordination, management, sales, marketing, administration etc. Formal qualifications are less important than relevant experience which may include running a business, working in retailing, experience as a general sales, office, or personnel manager; accountancy, law, marketing, contract including modest living allowances and flights. Request no funding for expenses. Applicants must be residents in UK or Ireland.

For details send large see and short cv to:
Ross Garrigues, Dept FTI
International Voluntary Service
53 Regent Rd, Leicester LE1 6YL

GNI

GNI Ltd, one of the most active members of LIFFE, are looking for an experienced Pit Trader. Salary negotiable according to age and experience. Please reply to Miss Brennan at GNI, 3 Lloyds Avenue, London EC3N 3DS. Telephone 01-481 1262

FINANCE COMPANY requires A TOP PERSON
Based in S.E. Essex
Min. Sal. £14,000
Full CV to:
MODERN LIVING
497 LONDON LIVING
WESTCLIFF-ON-SEA
ESSEX SS0 9LG

Managing Director
An outstanding opportunity in a highly successful company

The company operates in the fields of marketing, advertising and public relations. It has a staff of about 150, and is currently producing pre-tax profits in excess of £750,000.

It is seeking to appoint a Managing Director who will be directly responsible to the Chief Executive, and who will play a central part in maintaining and improving the company's operational efficiency, financial control and profitability, as well as contributing to the strategic development of the business. Responsibilities will also include dealing with some of the company's major UK and overseas clients, at Board level.

Experience in marketing and communications would be desirable; but the company would also welcome approaches from senior managers in analogous service industries such as management consultancy or merchant banking.

The successful applicant is likely to be under 40, but will have an established record of achievement in management, as well as a proven ability to develop business and profit in highly competitive environments.

Initial salary will be in the range £40,000-£50,000, with additional benefits and incentives including share options.

Please reply in the strictest of confidence, enclosing a curriculum vitae, quoting reference ER785/FT to: Box A9028, Financial Times, Cannon Street, London EC4P 4BY.

Cazenove & Co.
GILT-EDGED AND FIXED INTEREST SALES

An established Gilt-Edged and Fixed Interest department with full statistical support seeks an experienced person to complement a young team, with access to a wide range of domestic, international and corporate clients.

Remuneration, which is negotiable, includes a non-contributory pension scheme and private medical insurance.

Applications including curriculum vitae, should be made in writing to:

The General Manager,
CAZENOVE & CO
12 Tokenhouse Yard, London EC2R 2AN

All applications will be treated in absolute confidence.

FINANCIAL DIRECTOR

required to take charge of the Accounts Department of a busy commercial organisation situated in London NW1.

Applicants must be trained to a high standard of accountancy and have a successful track record in Management.

Salary minimum £22,000 plus car, B.U.P.A., etc. Applicants should apply in writing enclosing c.v. and photograph.

Write Box A9033, Financial Times
10 Cannon Street, London EC4P 4BY

RESEARCH ECONOMISTS

The Oxford Institute for Energy Studies wishes to appoint two additional Research Officers, with the following backgrounds:

- (1) An Applied Economist with first-class degree and a proven track record of publications and academic research.
- (2) An Economist with specialist knowledge of either oil or gas and at least three years' experience in industry.

Appointments are normally tenable for three years in the first instance, and renewal will be according to the Oxford University regulations for lectures.

Applicants for the first post should send details of their publications. Applicants for either post should send a full curriculum vitae and the names of two referees to: The Administrator, Oxford Institute for Energy Studies, 29 New Inn Hall Street, Oxford OX1 2DA.

Closing date for applications is 24 June 1985.

Finance Director Finance & Leasing

Thames Valley

Our client is a fast expanding finance and leasing subsidiary of a well established private, broadly-based industrial group - £40 million turnover.

At this critical and exciting stage of our client's development, they are now consolidating all their leasing activities within a new division which has a loan book of £20 million, offering a wide range of finance, leasing and consumer credit services, including their recently acquired hire purchase company.

Your key responsibility as Finance Director, where you will report to the Group Financial Director, will be to:

- strengthen the financial management of the division
- rationalise all the group's leasing/finance activities into one cohesive and new dynamic structure.

You will likely to be a Chartered Accountant in your 30's with at least 5 years' experience in the finance industry, which will include a full understanding of all aspects of consumer credit and leasing.

At the moment you will be at Financial Controller/Senior Financial Manager level and be dealing with credit risk and financial evaluation, underwriting and collection procedures, using computerised systems in a big company environment.

Personal attributes are:

- Acute commercial reflexes

c. £23K Salary + Car

A balanced, sensible accounting attitude
● Above all, the inbuilt strength to take on the 'bigger job' in a vibrant growth environment.

Salary and benefits will be especially tailored in the large company mould. Base salary indicator c.£22,000 + car, contributory pension, free life assurance, free medical scheme and relocation costs if required.

For further details, please contact Bill Kirby on Reading (0734) 508151 (ansaphone service outside office hours).

Kirby Professional Recruitment Ltd.
24-26 Queens Road, Reading, Berks RG1 4AU.



Kirby Professional
SUCCESS THROUGH RESULTS

COMPUTER ACCOUNTING SUPERVISOR

circa £11,000 p.a. plus benefits

Our client, a major London based Investment Institution, offers an excellent opportunity within their Computer Accounting Department.

The successful candidate will have knowledge of the Investment accounting and bookkeeping procedures normally associated with an Investment environment. Preference will be given to candidates with experience of computerised systems.

The position will provide a wide variety of challenges including supervising a team of account controllers and participation in the testing, designing and evaluation of new computer systems. As a result, good organizational and analytical skills, together with an interest in computers, are essential to fill this important role.

If you feel you have the right skills, are aged between 25 and 35 and have at least 3 years relevant experience, then please write in confidence with a current c.v. to:

Derek A. Burn, MCP Consultants, Halton House, 20-23 Holborn, London EC1N 2JD

MCP Consultants

Financial Sector Human Resources

Phillips & Drew

PHILLIPS & DREW FUND MANAGEMENT

Statistician - Investment Management

As a result of business growth, Phillips & Drew Fund Management wishes to recruit an additional manager to join the team managing index-matched equity funds and providing related statistical services.

The ideal candidate will be a graduate who has either obtained a post-graduate qualification in statistics or has had some success in the actuarial examinations. Application of this theoretical background to practical investment management should enable rapid progress to be made.

An attractive salary package will be offered.

Applications, containing full educational and career details, should be sent to:

Mr. J. P. McCaughan F.I.A.,
Phillips & Drew Fund Management,
120 Moorgate, London, EC2M 6XP.

Finance Directors With General Management Experience

TI Group, an international engineering group, produces a wide variety of consumer, capital and semi-finished goods. We require two outstanding Finance Directors, who have had previous general management experience and who also have the potential to achieve Managing Director appointments in the future.

The man or woman appointed will work closely with the Chairman of a range of subsidiary businesses, which may be in the UK or elsewhere. A portfolio of such businesses has total sales of up to about £300m per annum. Assignments will include performance monitoring, financial trouble shooting, capital expenditure proposals, acquisitions, disposals and helping to formulate business strategies. A functional link will also be maintained with the Group Finance department.

Success in these jobs is likely to lead either to senior line appointments or to more senior financial appointments.

The preferred age bracket is 30 to 45. Applicants must be qualified accountants and must be able to show a record of considerable achievement in senior management jobs in industry, both in finance and in general management. A business qualification would be an added advantage.

Salary is negotiable, and benefits include an executive car, top hat pension etc.

Help would be given with relocation where necessary. Base Birmingham.

Apply, in strict confidence, to Group Personnel
Director, TI Group plc, TI House, Five Ways, Edgbaston,
Birmingham B16 8SG.

BANKING RECRUITMENT CONSULTANT 25+

Likely remuneration £15,000 p.a.

LJC Banking Appointments, a small established recruitment consultancy, is seeking a consultant to interview for and fill banking vacancies within the City and the South East. These assignments will involve the placement of the best candidates within both merchant and commercial banks. He/she will most likely have worked in a bank or a recruitment consultancy. LJC Banking is offering to a self-starter a challenging but rewarding job in a friendly, professional environment.

Please ring Deborah Mayhew on 01-377 8600 to discuss details.

JOB HUNTERS — Word Processing/C.V.s.
and mailing lists. Please ring for further
details. Tel: 01-593 9011.

INTERNATIONAL ACCOUNTANT

A young and rapidly expanding French Services Group is seeking a qualified accountant (ACA/ACMA) to head up the accounting and reporting function of its London company, based in West London, reporting directly to the General Manager London, and the Financial Controller at HQ in Lyon, this job will also require some European travel.

The successful candidate will have a strong management and financial accounting background, and the ability to implement sound systems of internal control. Considerable experience of mini/micro computer systems, and the ability to cope with various administrative matters is highly desirable, as is the ability to speak/write some French.

The position offers an exceptional opportunity for a young, recently qualified accountant who wishes to develop experience in a youthful, fast-moving international environment. A generous remuneration package will be provided for the right person.

Replies in confidence to:

General Manager,
JET SERVICES (UK) LTD,
Unit 1, NNT House,
Phoenix Way, Hertford, Middlesex.

THE ROYAL LONDON

AN OPPORTUNITY IN FUND MANAGEMENT

The Royal London is a major U.K. insurance company with total assets of more than £1.5 billion. We are seeking to appoint a fund manager who will play a leading part in the management of a wide range of investment funds, including unit trusts. Applicants should have a good degree in Economics or a closely related subject, together with at least 18 months' experience of equity research and investment analysis. To the right person we can offer an attractive salary, substantial fringe benefits and excellent prospects for rapid career advancement.

If you are interested in this position, please write, enclosing c.v. to:

The Investment Manager,
THE ROYAL LONDON MUTUAL INSURANCE
SOCIETY LIMITED,
Royal London House,
Finsbury Square, London EC2A 1DS.

Corporate Finance

YOUNG TALENT

A pre-eminent firm of Stockbrokers seeks one or possibly two people to work in its Corporate Finance Department.

• THIS IS AN OPPORTUNITY to join a relatively small team with a leading position in the market.

• THE REQUIREMENT is for a qualification in Law or Accountancy, which will probably have been gained with a major City firm. Some experience of New Issue work would be an advantage.

• AGE mid-20's. Remuneration unlikely to be less than £16,000.

Write in complete confidence
to A. Longland as adviser to the company.

TYZACK
& PARTNERS LIMITED

10 Hallam Street, London, W1N 6DJ. Telephone: 01-580 2924

Investment Marketing

a career development opportunity

Central London

Clerical Medical is one of the UK's leading life and pensions offices, noted for its strength in investment management. Recent corporate development has included the highly successful launch of a range of unit linked products.

Our plans for continued growth have led to an opportunity within a new information unit in the Investment Management area, comprising a small team of specialists who provide varied investment communication support to a wide range of internal and external contacts.

This appointment is probably best suited to a graduate in economics, statistics or other numerate discipline. The successful candidate is likely to have 2/3 years' experience in the financial

sector or in industry and to be making good steady progress towards a further professional qualification. Equally important will be your personal contribution to the development of this new team, which could prove an invaluable stepping stone towards a career in investment.

We offer a competitive salary according to qualifications and experience plus an excellent benefits package.

Please write with full details to: Nick Morgan, Clerical Medical and General Life Assurance Society, 15 St. James's Square, London SW1Y 4LQ.

Clerical Medical

UK Equity Analyst

to £20,000

Our client, an internationally active investment house involved in Investment Banking, Merchant Banking and Broking, seeks a UK equity analyst to complement their existing research coverage.

Candidates will probably be graduates, aged 24-28 with a minimum of three years' equity analysis experience, gained within either a stockbroker or an investing institution. A broadly based background is preferable although sector specialists with a sound grasp of the UK market as a whole will also be considered. Knowledge of European markets may also be useful.

Reporting to a Director, the successful individual will analyse UK equities and be responsible for producing written research material as well as communicating ideas verbally to other members of the company. This is an unusual opportunity for an ambitious individual to establish themselves in a newly created key-role.

Please contact Stephen Embleton at The Investment Division, 23 Southampton Place, London WC1A 2BP, telephone 01-404 5751.



Michael Page City
International Recruitment Consultants

A member of the Addison Page PLC group

CORPORATE FINANCE SPECIALIST

to £20,000 + Normal Banking Benefits

The Company

A top British Merchant Bank well-placed to tackle the shape of things to come in the new financial era.

The Position

To assist a small team within the corporate finance department which specialises in advising the bank's smaller corporate clients.

The Candidate

Will probably be a graduate chartered accountant or solicitor aged up to 30 years with experience in one or more of the following areas: flotations, rights issues, mergers, acquisitions, contested takeovers, investment under the Business Expansion Scheme. Additionally he or she should be self-confident, have flair and possess good interpersonal skills.

For further details of this position telephone or write in complete confidence enclosing full curriculum vitae to ANDREW GOODWIN, Corporate Finance Division.

CHARTERHOUSE APPOINTMENTS

EUROPE HOUSE, WORLD TRADE CENTRE, LONDON E1 9AA • 01-481 3188

International Appointments

Senior Accountants Abu Dhabi

Salary: STG.25,000 Free of tax + Substantial Benefits

A leading public sector financial institution requires two Senior Accountants for its Finance Department in Abu Dhabi.

The Institution concerned is actively involved in worldwide securities and other investment on a large scale. The organisation uses sophisticated investment techniques and employs the latest data processing and communications technology.

The candidates appointed will assist the existing financial team in the Finance Department in the following projects:-

- (1) The development of Financial Accounting Systems,
- (2) The development of performance analysis and other reporting techniques,
- (3) The provision of management information to all levels of management.

Scope for personal initiative and creativity is high. Duties will involve extensive contact with Directors and Managers and the position offers first class experience.

Candidates should be qualified Accountants aged between 28-35 with good academic record. Relevant professional experience gained either in a leading International Audit firm or directly in an Investment Bank or other major institution is essential. Energy, creativity and tact are key personal requirements.

The candidates will be required to live in Abu Dhabi on married or single status. The remuneration package offered includes a substantial salary, transport allowance, first class furnished accommodation inclusive of all service, 45 days leave per annum, annual return air fares to place of origin, free health care, assistance with education of dependent children and a substantial terminal gratuity. Salary and benefits are at present free of all taxation.

Please send full career details to:-

The Director,
18th Floor,
99 Bishopsgate,
LONDON
EC2M 3XD.

Interviews will take place in London in July or August, 1985.

Now Accountants can ignore Tax - and reap the benefits

Tax-Free Opportunities in Saudi Arabia

JAL is a major international group who are currently assisting the Saudi Arabian National Guard to recruit staff for the prestigious King Fahad Hospital in Riyadh.

The Fiscal Services Department of the Hospital has vacancies for the following staff:-

Senior Accountant *c£19,200pa tax-free

The work will include organising and directing General Ledger entries, reviewing monthly trial balances, developing new records systems, and analysing schedules and accounts for interim, monthly and annual reports.

You'll be a fully qualified Accountant, ideally with a business studies qualification and have at least 5 years experience, of which should have been in a supervisory role. Hospital experience is desirable. Ref. F228/01.

Cost and Price Analyst *c£19,200pa tax-free

To review the operations of on-site and off-site contractors, determining capability and performance. You'll also review the termination of all sub-contracts, assuring performance and verifying payments.

You'll need to be fully qualified with five years' experience in cost and price analysis or a related field. Some knowledge of US Defence Acquisition Regulations (DAR) or Federal Procurement Regulations (FPR) is desirable. Ref. F228/02.

*Salaries are at a conversion rate of £1=SR4.5595.

These are accompanied positions and in addition to the tax-free salaries, there is a comprehensive benefits package including free accommodation, generous holiday with flights to the UK and excellent sports and leisure facilities.

For further details, telephone or write to the Recruitment Executive (BDG), quoting appropriate reference.



Manpower Services

Aeradio House, Hayes Road, Southall, Middx UB2 5NU. Tel: 01-574 5173.

A MEMBER OF THE STANDARD TELEPHONES AND CABLES PLC GROUP

LOCAFRANCE

Leader of the French leasing sector, is expanding its international activities in conjunction with its parent company, Banque Industrie, and is creating two new job positions for:

Executives in charge of international projects

They will report to the International Director and their responsibility will at first consist in following the development of newly established financial companies abroad, in conducting projects and in negotiating agreements. These activities will lead very rapidly to a management responsibility of overseas companies. These positions require considerable geographical availability and will be offered to university graduates having a strong financial background, with a perfect knowledge of French and English and with several years of experience in the leasing sector. These positions represent interesting career prospects within a highly competitive firm for candidates who possess both the skill of a researcher and the talent of a field negotiator.

Please send concise resume and short handwritten letter indicating your phone no under ref. 687 FT to Renée SCHWARTZ



47 bis avenue Hoche 75008 PARIS

CITIBANK

Seeks an aggressive Credit/Marketing Officer who meets the following criteria:

- Fluency in Arabic and English
- Three to five years' experience in credit and marketing with a major bank
- A proven ability to work independently and with minimal supervision
- Willingness to relocate to Bahrain and travel frequently to Saudi Arabia

The assignment offers excellent career opportunities.

Please mail a comprehensive resume to:

THE PERSONNEL MANAGER
CITIBANK, N.A.
P.O. BOX 548
MANAMA — BAHRAIN

EUROPE · MIDDLE EAST · AFRICA · FAR EAST

To be quite honest, you won't succeed as an International Financial Consultant unless you have the right background



High tax-free incomes are being earned by British and other expatriates in many parts of the world. Many of them are keen for advice on how best to invest and maximise these assets, and they naturally prefer to seek it from people they can trust and respect.

People such as Finexco's Financial Consultants, their expertise, allied to total integrity and professionalism has enabled us to grow to become one of the world leaders in this fast expanding specialist market in less than five years.

Such is the demand for our services that we now need to add to our elite team of International Consultants.

We are looking for people whose background of consistent professional achievement has won

them respect in the business community; people with plenty of self-confidence, imagination, a streak of independence and a constant desire for fresh challenge. Probably not less than 30, your acumen, authority and ability to negotiate are more important than specific experience of international finance, although this would of course be a considerable asset, as would a second language. Our specialist training is acknowledged to be one of the best in the profession.

It will prepare you to go wherever the market is (and that could be anywhere in Europe, the Middle East, Africa or the Far East) and reap very high rewards commensurate with your success. This is without doubt an exceptional opportunity with a true Blue Chip company.

Please write, enclosing a full CV, to H E Gane, (Ref: 218), Whites Bull Holmes Ltd., 63-65 St. Martin's Lane, London WC2N 4JX.

INTERNATIONAL APPOINTMENTS

APPEAR

EVERY THURSDAY

Rate £37.00

Per Single Column

centimetre

Plus V.A.T.

Senior Banking Opportunities

Saudi Arabia

£tax free package

Our client is a major well established Banking institution which is jointly owned by Saudi Arabian and international interests. Due to its continual development the following executive personnel are required:

Marketing Executive

Prime responsibilities will be the preparation of annual marketing plans to ensure that volume of business and profit targets are met, together with the initiation of research aimed at improving the Bank's products, services and marketing methods. Will also supervise the identification of new business and potential new borrowing customers, as well as preparing industry surveys, reports and forecasts for senior management.

Substantial relevant experience in a major Banking group is essential and the ability to communicate in Arabic would be a distinct advantage. Ref. B.1178.2.

Deputy Manager — Inspection

Major function will be to assist the Chief Inspector in the day-to-day control of the Inspectorate — particularly the internal audit section. Other responsibilities include the supervision of area auditors together with the maintenance and amendment of the relevant audit programs. Also liaison with the Senior Travelling Inspectors, the Bank's lawyers and the various branches.

Candidates must have substantial experience gained as Accountant of a large branch, ideally involved with facilities work, and should have the independence and communications ability to manage staff effectively. Previous Middle East experience would be advantageous. Ref. B.1178.3.

An attractive tax free compensation package is offered commensurate with qualifications and experience. Other benefits include paid annual leave with air fares for self and dependents, free medical cover and life insurance etc. Two year renewable contracts on married status. Please write in confidence — with full details, quoting relevant reference, to F. Bishay, HAY-MSL Middle East, 52 Grosvenor Gardens, London SW1W 0AW.

Offices in Europe, the Americas, Africa, Australasia and Asia Pacific.

مختصون بسوق الصرف

HAY-MSL

middle east

EUROLOAN OFFICER VIENNA

Established in 1819, Die Erste österreichische Spar-Casse-Bank (First Austrian Bank) have in recent years expanded their international banking activities to about one third of their total business volume.

They wish to recruit an experienced young officer (age c 26-30) for their Euroloan operations for international clients. Candidates should be graduates, fluent in German (a good command of another continental language would be helpful) with good credit analysis training and some marketing experience, preferably in a Merchant Banking environment.

As one of Austria's major commercial Banks, First Austrian has a strong trade finance content to its international business and knowledge of that business would form a useful part of candidate's experience.

An attractive salary is offered together with ample opportunity to travel on Bank business.

Please contact DAVID GROVE

Consultant to the Bank

DAVID GROVE
PARTNERSHIP

EXECUTIVE SEARCH & SELECTION
170 BISHOPSGATE, LONDON EC2M 4LX. TELEPHONE: 01-626 7927/01-283 7451

EMPLOYMENT CONDITIONS ABROAD LIMITED

An international Association of Employers providing confidential information to its member companies, relating to employment of expatriates and nationals worldwide.

Tel: 01-637 7604

SAUDI ARABIA CREDIT CARD OPERATIONS MANAGER

Substantial Tax-Free Package

Our Client markets and operates Mastercard under licence in Saudi Arabia and Bahrain. Growth has been rapid and is expected to continue. They now wish to appoint an Operations Manager to control and expand their headquarters function in Jeddah. There will be a dual emphasis on day to day administrative control and upon promotion of the existing facility to other potential users such as banking institutions.

Experience in the credit card industry is essential; supervision of a mixed-nationality group in an overseas location is a distinct bonus. Job demands will be high; prospects in terms of responsibility and rewards are considerable. A substantial tax-free salary and benefits package will be negotiated which will include free furnished accommodation, private transport and paid annual leave.

Please send full c.v. or telephone Michael Nagle FCA, Saba and Nagle International Ltd., 23 Pembridge Square, London W2 4DR. Tel: 01-221 2976.

SABA AND NAGLE INTERNATIONAL

AMSTERDAM NATIONAL MANAGER

An international retail business with multiple outlets in Amsterdam invites applications from persons able to take overall responsibility for our Dutch operations. The position calls for shrewd business acumen, the ability to manage and motivate staff and to take responsibility for profitability. A unique package will be structured for the person able to demonstrate their ability to fill this very important management role.

Write to Box A9026, Financial Times

10 Cannon Street, London EC4P 4BY

Ref. CS

Accountancy Appointments

Commercial Accountant

£ neg. + Car

N.W. London

Laskys is the retail arm of the successful blue chip, Ladbroke Group and has expanded over the past few years to become one of the market leaders in audio/visual products, with a turnover in excess of £60 million.

We are now seeking a newly qualified Accountant with commercial acumen who wishes to develop a career in a fast-moving industry. Based at our Head Office in Hendon you will have an excellent understanding of management control techniques, a willingness to develop and implement such controls, an ability to communicate at all levels and a willingness to travel to any of our 50+ stores. Experience of fmccg will be an advantage but is not essential.

The rewards include an attractive salary, excellent benefits package, experience in working with a highly professional management team and exposure to all facets of a major retailing business.

Please write with full personal and career details to: Michelle Schreder, Personnel Manager, Hardman House, The Hyde, London NW9. Tel: 01-200 0444 ext. 235.



The Retail Division of the Ladbroke Group

FINANCIAL CONTROLLER

Circa £18,000 + Car + Benefits

Kent

Our client is a successful and expanding organisation involved in shipping and freight forwarding.

Currently managed by a young, dynamic and enthusiastic team, they are now wishing to appoint a Financial Controller who will assume total responsibility for the accounting function and will report jointly to the Finance Director and the Managing Director.

This is an ideal opportunity for a qualified accountant, aged 28 to 34 years to join a growing concern which can certainly offer excellent prospects for future career development. Previous experience within shipping/freight forwarding is preferable, but not essential.

Written applications including up-to-date curriculum vitae to be forwarded to Robert N. Collier or Neil Gillespie at our London address quoting reference number 5267A.

DOUGLAS
LLAMBIAS

Douglas Lambias Associates Limited

Accountancy & Management

Recruitment Consultants



Travel, growth and prospects!

25-28

Our client, Engelhard Industries (part of the £2 billion turnover per annum international Engelhard Corp.) is a world leader in precious metals and deals on the world commodity markets.

They seek a multi-lingual graduate ACA to be sited within commuting distance of one of their UK locations. The role is one of review of overseas and UK operating divisions and will expose you to complex worldwide information systems, US and European reporting requirements and globally tight reporting deadlines/internal control.

With experience gained via exposure



Michael Page Partnership

International Recruitment Consultants

London Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney



NATIONWIDE HOSPITALS PLC

GROUP ACCOUNTANT

c. £16,500 + Car, Pension and Medical Insurance

We are a leading company in the private medical and continuing care fields. Current and proposed expansion means that we need to strengthen our management team by recruitment of a qualified accountant.

In addition to supervising our accounting the successful candidate, who will probably be in his early 30s, will be responsible for all financial planning, the introduction of computerised management systems for the Group budgetary controls and forecasts.

Prospects are excellent in this expanding Group and candidates must be willing to travel. The position will be based in Winchester where the Group will shortly be relocating to new offices.

Apply by letter, enclosing curriculum vitae, to:

The Managing Director

NATIONWIDE HOSPITALS PLC
Crown Court, 1 East Borough, Wimborne
Dorset BH21 1LP

EUROPEAN AUDIT FOR U.S. WORLD LEADER

Based W. of London Top benefits package + relocation

This major U.S. Group is one of the largest and most successful companies in its field, with ambitious plans for further expansion linked to continued and substantial investment in new product development.

Internal promotions coupled with increasing demands on the European Audit function have resulted in the need to recruit a number of high-calibre qualified accountants aged 24-32 to join an established team based in the U.K. as:-

**Audit Manager c.£20,000 + car
Senior Auditors £15,000 to £15,000 + car**

Working on varied and challenging assignments, you will provide management with independent reviews of activities within their European companies investigating business and financial operations, systems, and controls.

All appointments offer ideal platforms for career development to senior management status in the U.K. or internationally and are geared to individuals with the ambition to succeed in this fast-moving group, highly regarded for its ability to promote from within.

For the Senior Auditor roles, you will be recently qualified with experience in a larger professional firm or multi-national group. For the appointment of Audit Manager, you will have significant audit, man-management and organisational experience, mainly gained in a progressive commercial environment. You will also have the independence and flexibility to enjoy spending in excess of 50% of your time outside the U.K.

For a detailed and confidential discussion, please telephone Neil Wex, Consultant to the Company, on 01-387 5400 (out-of-hours on 0823 43033) quoting Ref NW/5000 or write to:

FINANCIAL SELECTION SERVICES
BRAYTON HOUSE, GORDON STREET, BLOOMSBURY, LONDON WC1H 0AN
TELEPHONE: 01-580 5399

Accountant Merchant Banking

South London

c.£20,000 + Car + Benefits

This is an interesting appointment based at the bank's administrative headquarters and the attractive remuneration package will include substantial profit sharing, mortgage assistance and other benefits.

Please write in confidence, enclosing career details and quoting reference R4200/L to Valerie Fairbank, Executive Selection Division, Peat, Marwick, Mitchell & Co., 163 Queen Victoria Street, London EC4V 3PD.



Accounting Development

Oil Industry

Aberdeen

Total Oil Marine is a successful North Sea Operator, involved in a full range of oil and gas activities. We are currently developing the Alwyn North Field scheduled for start up in 1987, and as a result of this substantial growth, have a newly created position for a senior Accountant who will take a leading role in company-wide financial system development.

Total is committed to the highest standards of computer system development utilising state-of-the-art financial and business related systems based on an IBM mainframe. Your initial responsibilities will include analysis of operational requirements, preparation of design specifications, systems testing and user documentation. Previous experience in a development role would be an advantage.

Probably aged around 27-35, you will be a qualified Accountant and have experience of integrated accounting and cost reporting systems in a modern computerised environment. As a rapidly expanding North Sea operator, career prospects within Total are excellent.

As part of a multi-national group, we offer an attractive index-linked salary and a comprehensive benefits package including generous relocation assistance.

Please telephone for more information and an application form, or send a detailed CV to: Paula Feathers, Training & Recruitment Officer, Total Oil Marine plc, Crawford Road, Aitens Industrial Estate, Aberdeen AB9 2AG. Tel: (0224) 875555 ext. 3560

Total Oil Marine

Bringing energy ashore

Group Audit Manager

Food Industry

Reading Area

to £20,000 + Car



No longer is internal audit regarded as being merely the watchdog of an organisation. Today enlightened companies are greatly enlarging the traditional role of the internal audit department and regarding it as a key contributor to their prosperity and success. Our client is such a company.

With a turnover approaching £50 million they are one of the major manufacturers and retailers in their sector of the Food Industry and number most well known High Street names amongst their customers.

They are keen to maximise the full effectiveness of the audit function and wish to recruit an able Group Audit Manager to undertake this challenging role.

An A.C.A. or A.C.C.A. qualification is essential and candidates must have indepth audit experience of computer-based systems in either the profession or industry. Age is not a critical factor provided you can demonstrate a high level of drive, initiative and commercial awareness.

An attractive salary is offered depending on age and experience, together with excellent benefits and good career prospects within this acquisitive-minded group.

Please send concise details, including current salary and daytime telephone number, quoting reference C2023, to W.S. Gilliland, Executive Selection Division.

Thornton Baker Associates Limited, Fairfax House, Fulwood Place, London WC1V 6DW.

HERON

FINANCIAL DIRECTOR DESIGNATE

NORTH-WEST LONDON

c.£22,000 pa + company car

Heron International is one of the United Kingdom's fastest-growing companies. The group is renowned for demanding a high level of commitment and exceptional standards of performance from its management team. It is also well-known that 'fast track' promotion is the reward for success.

An opportunity has arisen to join the Heron subsidiary which specializes in Fleet-management and Contract-hire packages for commercial users -

HERONDRIVE

The company epitomises the Heron style - dynamic, aggressive, professional, profitable and expanding.

The person appointed will be aged around 30, male or female, a Chartered Accountant and, ideally, a business graduate; experience will have been gained in commercial organisations of outstanding operational and financial pedigree.

In addition to assuming responsibility for the general accounting function, the successful incumbent will have specific responsibility for assisting the Managing Director in the design and implementation of a new computerised accounting system.

The financial and fringe benefits rewards package is outstanding and, subject to satisfactory performance, an appointment to the board will be made.

Applications in the form of a brief but meaningful cv should be sent to Brian Hodges acting as advisor to the Company at

Brian Hodges Associates

MANAGEMENT CONSULTANTS · EXECUTIVE SEARCH · APPRAISAL AND TRAINING CONSULTANTS
Suite 3, 50-52 High Street, Epsom, Surrey KT19 8AJ

TECHNOLOGY

Throwing light on computers of the future

THINK OF a small box containing millions of tiny slivers of material, each of them transmitting light rather like a cinema projector. The system is interlinked so that light circulates continuously between the different projectors, each of them modifying signals before transmitting the light again.

This is a crude description of the very fast optical computers envisaged for the 1990s by a small group of researchers in the U.S. and Western Europe.

By flashing on and off in a coded sequence, each projector would send instructions to one of its counterparts.

The complete system could act as the processing switches analogous to the silicon chips in today's computers. The difference is that the messages would be sent not with relatively slow-moving electrons but by beams of light travelling at 300,000 km a second.

Furthermore, the optical computer would deal not with one instruction at a time—as in today's computers—but would be capable of processing per-

AMP (an optical fibres company).

The U.S. National Science Foundation and the state of Arizona are contributing \$150,000 and \$200,000 respectively.

Professor Hyatt Gibbs, director of the co-operative, says the development of working systems is still some years away. But he thinks that in the 1990s optical techniques could complement the electronic processing systems used in conventional computers.

For instance, optical computing steps could be harnessed in a small part of a large computer to work on a difficult problem that involves massive "number crunching." The optical processing segment would then need to be linked with a conventional electronics based system.

In Britain, a group under Professor Desmond Smith at Heriot-Watt University in Edinburgh has developed devices that could be the prototypes of the switching circuits used in optical computers of the 1990s. Prof Smith's group is due to join a research consortium

Peter Marsh on the superfast optical computers for the 1990s

has 1m sets of messages simultaneously.

The result could be a computer that works 1,000 to 100,000 times more quickly than the fastest electronic device in operation today.

Such machines could be used in a range of industrial areas, for example very fast analysis of TV pictures in inspection tasks on production lines, the development of "seeing" robots and in "intelligent" systems that, for instance, analyse faults in complex equipment such as nuclear power stations.

Probably further ahead in the research than any other group is the Optical Circuitry Co-operative, a group of scientists at the University of Arizona in Tucson which is funded by several leading U.S. companies.

The co-operative, set up last October, is financed over three years by \$150,000 each from Calsene (the synthetic materials manufacturer), Du Pont, GTE, IBM, Lockheed, Motorola, Sperry, SMC TRW and



Prof Desmond Smith with elements of his prototype

established in the U.S. as part of the Department of Defense's Strategic Defence Initiative, a \$26bn programme to establish the basis of a anti-missile system that would depend on large banks of superfast computers.

The Edinburgh group is due to work with a set of institutions including Stanford University, the University of Alabama, Carnegie-Mellon University in Pittsburgh, the Massachusetts Institute of Technology and the Battelle Institute. The Pentagon is funding this consortium with \$9m over three years.

Other groups working on optical computing in the U.S. include Honeywell, Hughes Aircraft and Bell Laboratories. A team at the latter (one of whose members was Prof Gibbs of the University of Arizona) observed in 1976 a scientific phenomenon known as optical bistability which is essential to the operation of optical computers.

The phenomenon concerns the way that a beam of light transmitted through a material is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction.

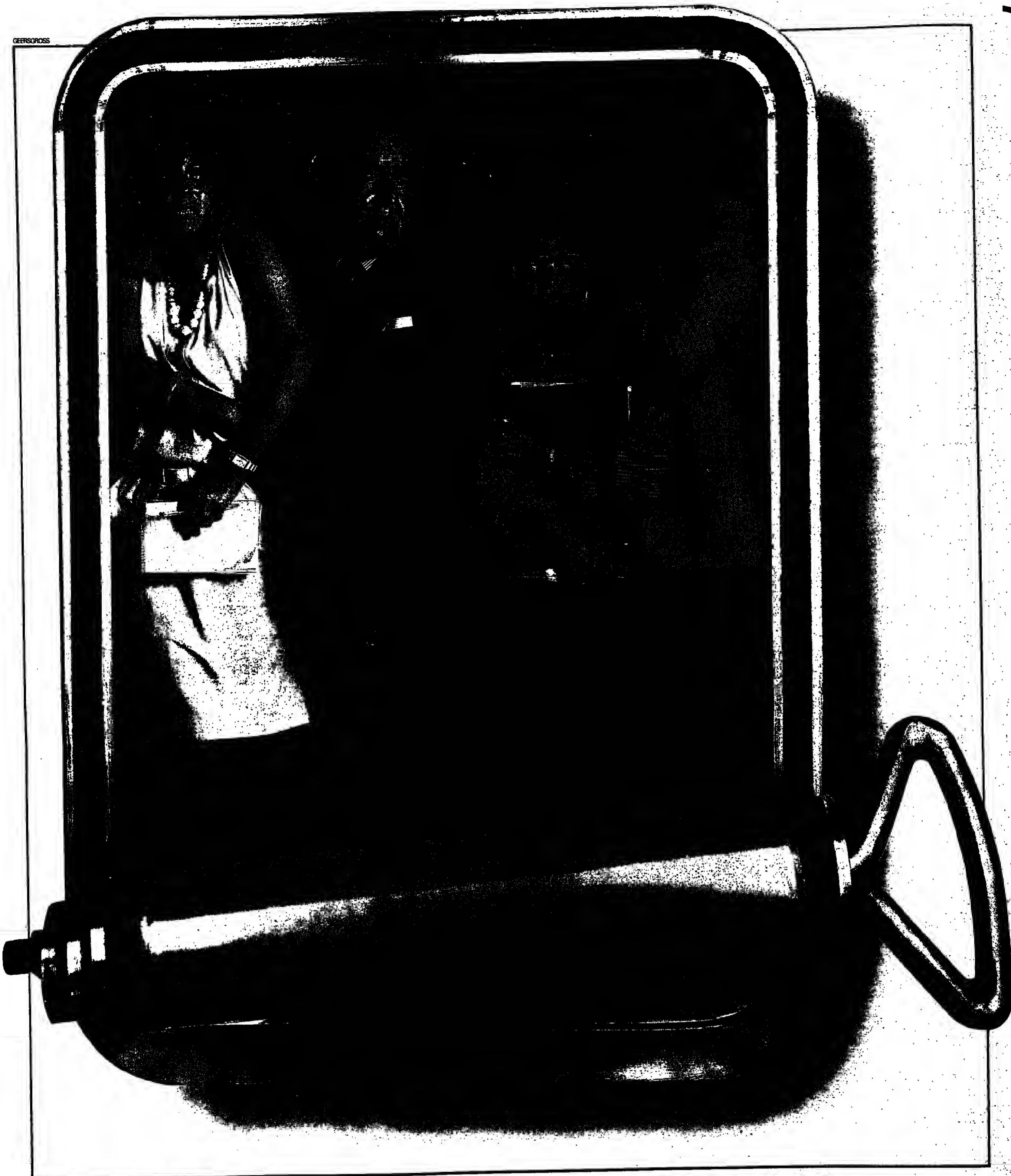
An everyday example of refraction is the way light is slowed down as it passes from air to water, resulting in a blurring of images viewed through the water.

In materials that demonstrate optical bistability the intensity of a ray of light sent through the material varies in relation to the intensity not in a linear fashion but in a series of discrete steps.

An optically bistable substance has two stable regions in which the transmitted intensity hardly varies with changes in the intensity of the ray of light.

The phenomenon concerns the way that a beam of light transmitted through a material

is changed by the optical properties of the substance, a process known as refraction



Office planning. Your staff could be closer to the problem than you are.

Making the best use of your office space can be a pressing problem.

Especially for your staff. After all, morale and productivity are both bound to suffer if your office is outdated and inefficient.

But no matter how squeezed you might be, Steelcase can help you plan and create a working

environment that really does work. With the latest technology in mind.

Giving you an unbeatable choice of quality furniture with our international dealer network and local after-sales service firmly behind it.

Find out more about how Steelcase can help your office work more efficiently by writing to:

Steelcase Stratford, 100 Avenue Road, London NW3 3HF. Or telephone:

01-586 5933.

You may well find we can give your business a little breathing space.

Steelcase

Furnishing you with a better office.

Accountancy Appointments

Financial Systems Development Manager

South Coast

This new appointment, reporting to the Managing Director, is necessitated by planned growth of a well established and profitable financial services group which has recently strengthened its senior technical team.

The person appointed will review and refine accounting systems, develop new group computerised cost and total financial control procedures on both a departmental and individual project basis. Previous experience of reporting to an American parent company would be an advantage.

John Finnigan International

Management Consultants
c/o 44 Wellington Street, London WC2E 7DJ.

c£17,000+car

This is an attractive opportunity for a creative Chartered Accountant to join a dynamic, expanding, profit conscious business offering personal career development prospects.

To the salary, negotiable as indicated, will be added a subsidised mortgage arrangement and private medical plan. Relocation assistance will be provided, where appropriate.

Please send adequate particulars, in confidence, to John Finnigan of:

INFLUENTIAL ROLES IN COURSE DEVELOPMENT

Accountancy and Internal Audit
From £10,480 to £17,485 (under review)

The Civil Service College is instrumental in ensuring that management level civil servants receive the training to carry out their duties to maximum effect. Challenging senior opportunities now exist for appropriately qualified professionals to make an important contribution to course development in financial management and internal audit within the Civil Service. Candidates will demonstrate extensive knowledge of their subject and a well-developed ability to communicate complex concepts clearly and authoritatively. Openings are in the following areas:-

FINANCE & ACCOUNTANCY

Principal - Management Appreciation

To design, develop and direct courses for senior managers who require an understanding of the principles and techniques of financial accounting, cost and management accounting and government accounting, especially in the context of managing Government Departments.

Successful candidates will be appointed as permanent members of the Government Accountancy Service, with the opportunity for transfer to other accountancy work after 3-5 years' lecturing. The minimum entry age is 28, although younger candidates with exceptional qualifications may be considered. Applicants should be members of one of the following bodies:—ICMA, CACA, CIPFA or ICA (England, Wales, Scotland, Ireland). For all posts, teaching experience, ideally in adult education, is desirable.

The salary range (under review) for Principal posts is £12,895—£17,485 and for SEO posts £10,480—£13,140, (in addition £1300 inner London Weighting where applicable). Posts will be based

SEO-Practitioner Courses

Responsible for the preparation and presentation of lectures on accountancy subjects covering basic techniques and the practical application of principles.

INTERNAL AUDIT

To design, develop and direct Systems Audit courses covering basic concepts and techniques for trainee internal auditors and Audit Management courses for audit supervisors and managers.

SEO

To prepare and present lectures on internal audit covering such topics as internal control, systems approach, audit practice and techniques, audit management and operational techniques. Courses are geared to central government standards, departmental requirements and, if appropriate, examination requirements. NB: There is one vacancy in Internal Audit. Level of appointment will depend on experience.

either at the London centre in Belgravia or at the College's residential teaching centre at Sunningdale Park, Ascot. RELOCATION EXPENSES MAY BE AVAILABLE.

For further details and an application form (to be returned by 28 June 1985) write to Civil Service Commission, Almon Road, Basinstoke, Hants RG21 1JH, or telephone Basinstoke (0265) 468551 (answering service operates outside office hours). Please quote ref: G/6560/1.

The Civil Service is an equal opportunity employer

CIVIL SERVICE COLLEGE

Group Financial Accountant

London

c£30,000+full details

Guinness PLC, a dynamic and expanding international Group involved in Brewing world-wide, Retail, Health and Publishing, wishes to recruit an outstanding financial Manager to the position of Group Financial Accountant, an opportunity that has arisen due to internal promotion.

Reporting to the Group Chief Accountant, the successful applicant will be responsible for all aspects of Financial Accounting, Policies and Procedures throughout the Group and for the preparation of the Group's published accounts.

Preferred applicants will be those aged 30 to 40, with a recognised qualification and post-qualification experience with a major firm of accountants plus practical expertise gained in a large industrial, publicly quoted company and familiarity with Head Office reporting procedures. They must be highly motivated, prepared to work to tight deadlines, deal successfully with senior management and motivate supporting personnel.

This appointment offers excellent experience and the opportunity to develop one's career in a large and expanding Group and thus, the post attracts a correspondingly attractive compensation package including car, profit share and bonus. Removal costs will be reimbursed if necessary.

Candidates should write in strictest confidence enclosing a fully detailed CV plus current salary and quoting MCS/7164 to Michael R. Andrews, Executive Selection Division, Price Waterhouse, Southwark Towers, 32 London Bridge Street, London SE1 9SY.

Price Waterhouse
Business Needs Experts

ASSISTANT FINANCIAL DIRECTOR

A Lloyd's Broker with international connections wishes to appoint an Assistant to the present Financial Director with a view to succession within three years. Candidates must be qualified and between 35 and 45 with practical experience of Lloyd's broking and the insurance market. They must also have the financial flair to assist in creating opportunities to expand the group. Practical experience in Data Processing will be essential. Salary and benefits will be commensurate with the successful candidate's qualifications and experience.

Write Box A9028, Financial Times,
10 Cannon Street, London EC4P 4BY

West End CA

Requires young CA for general audit and professional work. No sex discrimination. Also, retired CA to undertake assignments on freelance basis.

Write Box A9032
Financial Times
10 Cannon St, London EC4P 4BY

Financial Management Major UK retailing company

Thames Valley

An impressive record of growth (annual turnover £250m) and the introduction of new accounting systems has created the need for a senior financial manager at the corporate headquarters of this leading fmnc retailing company.

Controlling some 70 personnel, this managerial role will encompass responsibility for broad based head office and mainstream financial accounting in addition to accounts payable control.

A qualified accountant, aged 30-40, you will ideally have a retail background with an in-depth knowledge of highly computerised accounting systems. A strong technical bias, proven man-

£23,000+Car

management skills and the ability to communicate effectively at all levels of seniority are pre-requisites for this challenging position.

The highly attractive salary package will include a company car, BUPA, executive pension scheme and generous relocation expenses where appropriate. Prospects for promotion are extremely promising for the applicant capable of demonstrating a high level of performance and personal commitment.

Applicants should write to Nigel Bates FCA, Executive Division, enclosing a comprehensive c.v., quoting ref. 260, at 31 Southampton Row, London WC1B 5HY.



Michael Page Partnership
International Recruitment Consultants

London Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney

LOUGHBOROUGH UNIVERSITY OF TECHNOLOGY

MANAGEMENT ACCOUNTANT

The University has created a new post of Senior Assistant Accountant to strengthen its financial administration, particularly in the rapidly-expanding field of externally-financed research and related activity. This is a challenging opportunity requiring an imaginative approach to a wide range of high-level demands for management accounting services. A professional qualification is essential and candidates will need to demonstrate substantial experience in a relevant area. Previous university experience is not essential.

Salary will be within Administrative Grade III (£11,352 to £14,795 but subject to an expected increase from 1 April 1985). Application forms and further particulars are available from the Registrar. Closing date 1 July, 1985.

Loughborough Leicestershire

FINANCIAL ACCOUNTANT

Our London Market insurance operations are developing and we are now seeking an Accountant to take responsibility for managing the financial accounting function and for the implementation and further development of a new computerised accounting system.

Candidates must possess a recognised accountancy qualification together with several years' experience in commerce or industry. This must include familiarity with computerised systems but previous experience in the insurance industry is not essential.

Equally important are the personal qualities that will enable the person appointed to liaise effectively at subsidiary Board level and to lead and motivate staff, working within tight schedules and identifying possibilities for improvement.

This position is based in our Croydon office and the salary will be not less than £14,000 per annum, in addition to which are excellent fringe benefits including a mortgage subsidy and a non-contributory pension fund.

If you would like to be considered please send full career details in confidence to:

Mr J. Atkinson, Group Assistant General Manager, Minster Insurance Group, Minster House, Arthur Street, London EC4R 9BJ

or telephone our 24-hour Answering Service on 01-283 2792 for an application form.

MINSTER INSURANCE GROUP

FINANCIAL CONTROLLER

London

£18-25K + Car

Our client is a US fmnc brand leader with international trading activities throughout the World.

Due to sustained growth they wish to recruit a young, qualified accountant as a key member of their Mediterranean executive team.

You will be responsible for financial reporting to the corporate centre. Responsibilities include the analysis of high value ad hoc projects, cash flow forecasts, budgeting and the provision of management information.

Aged 28-32, you will be self-confident, articulate with a good track record and strong entrepreneurial skills. Salary will depend upon age and post qualification experience.

Your name will not be released until we have briefed you and you have given your consent. Please write enclosing full CV to me, John Hardy, Consultant to the Company. All details are handled in strict confidence.

Business Development Consultants (International) Ltd
63 Mansell Street, London E1 8AN.



John Govett & Co. Limited

John Govett & Co. Limited is an independent Fund Management Company of long experience, currently managing £1 billion of assets. Continuing expansion has created the following positions, all of which are open to men or women.

Future Finance Director

We need a well-qualified, versatile accountant with commercial sense and administrative ability, aged between 28 and 35. You would work under the present Finance Director with a view to replacing him on his retirement. The financial package would include a salary of around £30,000.

U.K. Fund Manager

We are looking for a U.K. fund manager to work under the head of the Investment Department. You should be between 25 and 34 and have had experience of fund management, and have good City contacts. Knowledge of European markets would be useful. Salary of between £20,000 and £25,000 depending on previous experience.

Marketing

We will require the successful applicant to market our investment management services to pension funds and charities. A knowledge of the industry and of marketing desirable, but ability and personality are important for this opportunity in a fast changing market. Salary will match your experience with large incentives if successful.

If you are interested in any of the above positions, please write and include a C.V. to:

Dwight Makins, John Govett & Co. Limited, Winchester House, 77 London Wall, London EC2N 1DH.
All enquiries will be treated in the strictest confidence.

CONTROLLER

A major petrochemical group seeks a young, ambitious accountant with proven management ability. Supervising a small professional staff, responsibilities will include recommending financial policy to the Managing Director, implementation of a new financial reporting system and maximising return on short term investments. Applicants should be qualified accountants with at least three years' commercial experience and a working knowledge of Italian. Ref: CW
W. LONDON

c.£20,000 + Car

FINANCE MANAGER

A leading US pharmaceutical company can offer excellent career prospects to an ambitious, commercially aware accountant. Controlling all financial aspects of overseas operations in Africa, the Near East and Eastern Europe, key responsibilities include forecasts, budgets, review of business methods and assessment of operating performance. Candidates should possess good communication skills and a proven track record, preferably within a US multinational. Ref: GR
HERTS

£17,500

GROUP ROLE

Our client is a major group manufacturing and distributing products for the home improvement and furniture industries. A young, enthusiastic qualified accountant is required to strengthen the Head Office function and to assist with future expansion. It is a new position with key responsibilities for cash accounting, forecasting, financial analysis and may require visits to various operating units. Ref: SW
CITY

c.£16,000 + Car

ROMAN HOUSE, WOOD STREET, LONDON EC2Y 5BA. 01-638 5191
ROBERT HALF
FINANCIAL RECRUITMENT SPECIALISTS
LONDON BIRMINGHAM NEW YORK & 82 OTHER CITIES WORLDWIDE

INSURANCE ACCOUNTANT

Required by Lloyd's Insurance Brokers based in the City within the Marine Department.

Responsibilities include credit control/account reconciliation with involvement in management reporting and funds management.

Applicants must have had previous experience with Lloyd's Brokers and computerised systems would be an advantage.

Please write for further details enclosing C.V. to:
Mrs P.M. Hogden
Harris & Dixon (Insurance Brokers) Ltd,
21 New Street, Bishopsgate,
London EC2M 4HL



DENSTRON INTERNATIONAL

Accountancy Appointments

Financial Director



London

PPL is the largest independent UK supplier of application software packages. The Company is expanding rapidly both by organic growth and by acquisition; turnover is now around £10 million. The Company is very profitable and plans a full stock market or USM listing by 1986.

The Finance Director will report to the Chairman and will be responsible for all accounting and reporting for PPL, as well as monitoring the financial performance of other group companies particularly those in North America and the Middle East.

Candidates should be qualified accountants, probably aged over 35, with experience of all aspects of financial management. In view of the Company's plans, the ability to negotiate at a senior level with City institutions is desirable.

£30,000+car & benefits

The personal qualities needed to succeed in this dynamic working environment include determination and initiative with good communication skills.

Please reply to Julian Wolf in strict confidence with details of age, career and salary progression, education, qualifications, and daytime telephone number, quoting reference 1462/FT on both envelope and letter.

**Deloitte
Haskins + Sells**
Management Consultants

128 Queen Victoria Street, London EC4P 4JX

Financial and business administration director

to £60,000



With a reputation for technical excellence and innovative product development, this British engineering group is a market leader in its sectors of the international capital goods market. Turnover is in excess of £150 million with significant contributions from overseas subsidiaries.

Working closely with the Group Managing Director, your role will be far-reaching, with the emphasis on business and profit planning, financial appraisal and the performance monitoring of operating units worldwide. Apart from responsibility for the co-ordination of financial affairs, you will be fully involved in the strategic planning, administration and management of the group.

Aged from 40, applicants should be Financial Directors of major public manufacturing or engineering companies, working to a wide-ranging commercial remit, or, having held such a position, they may already have made the move into general management.

Please write, in complete confidence, enclosing a c.v., to M C Ward, Executive Selection Division, Ref: R405,

Coopers & Lybrand associates

Coopers & Lybrand Associates Limited

management consultants
32 Farringdon Street
London EC4A 4AQ

Chief Accountant

c. £17,500

Central London

Health screening and preventive medicine is an expanding sector which is led by BUPA Medical Centres. With a network of Health Centres spanning the country, we are a growing force in a fast-developing market.

As a direct result of promotion, we are now looking for a Chief Accountant. Someone who can confidently assume responsibility for the total provision of financial services to BMCL Management and the main Board as well as for the management of Medical Centre accounting functions.

It's a demanding role which calls for an able, qualified, or possibly part qualified, Accountant. A professional with proven management experience who can lead and motivate a team of eleven people as well as demonstrate a firm grasp of computerised systems accounting techniques.

The starting salary (which includes London weighting), career prospects and the comprehensive benefit package—including free BUPA life assurance together with a mortgage subsidy after a qualifying period, reflect the importance of this senior management position.

Please telephone for an application form and further details, or write with a full c.v. to: Mrs. K. Youll, Personnel Manager, BUPA Medical Centre, Battle Bridge House, 300 Gray's Inn Road, London WC1X 8DU. Tel: 01-837 6484.

BUPA
Medical Centre

Financial Controller

**Manufacturing
North West
c. £20,000
+ car**

A substantial and successful privately controlled manufacturer of soft furnishings, located in an attractive part of North West England, is seeking to appoint a financial controller to play a key role in the future development of the business.

The initial priorities will be to take over responsibility for all aspects of the financial control function and for the further development of the accounting and management reporting systems and to steer through operational improvements to the company's computer-based manufacturing systems. In the longer run a wider management role is envisaged and an early appointment to the board is planned.

The position demands an experienced and capable accountant (preferably a chartered accountant) who knows how to apply computer systems successfully in a manufacturing environment and whose longer term aims are oriented towards general management.

The probable age range is 33-40.

If you feel you meet these requirements, please write in confidence, setting out brief career and personal details to Mr. C. J. McBride, Executive Selection Division, Peat Marwick, Mitchell & Co., City Square House, 7 Wellington Street, Leeds LS1 4DW, quoting reference number L/302.

PEAT MARWICK

FINANCIAL CONTROLLER

Our clients are a rapidly expanding computer company with offices in St. James and the Strand. The company is looking for a qualified accountant with at least two years' experience in commerce, aged under 35 and currently earning not less than £14,000 per annum, to report directly to the managing director.

Responsibilities would include the review, improvement and control of existing systems both financial and administrative.

A working knowledge of computer-based accounting systems is essential.

Working conditions and prospects are excellent.

Please write, enclosing a detailed c.v., to:

PHILIPS ELL & GROSS
(Ref: MS/1021)
54 Welbeck Street, London W1M 7HE

AUDIT MANAGER STOCKBROKING/SECURITIES

To complement its developing activity in the stockbroking/securities market the BAI Group wishes to expand its Internal Audit Department through the creation of a specialist position of Internal Audit Manager—Securities.

The successful candidate will have primary responsibility for the internal audit of all aspects of the Group's stockbroking/securities operations which, following deregulation, will play an increasingly important role in its UK activities.

Ideally, applicants should be aged between 28 and 40, hold an accountancy qualification and have excellent analytical and communication skills.

Additionally they will have gained practical experience of securities operations management and be fully conversant with the audit of such activities.

Salary by negotiation.

Applicants should apply in writing, with a full curriculum vitae, to:

The Director of Audit
Banque Arabe et Internationale d'Investissement Group
BAII Management Services EC
77 South Audley Street, London W1Y 5TA

Financial Controller

London

£21,000

Our client is one of the largest financial services companies in the US, and desires a quality financial controller with strong data processing skills, to head the financial operations of its investment branch in London.

The role demands a great deal of flexibility and involvement in financial administration: development and operation of the existing computerised systems, the upgrading of management reporting, and a close interface with investment personnel will be important dimensions of this position.

Qualified accountants with a working knowledge of computerised systems are sought to fill this new and challenging position. Ideally, you will be a graduate, with at least three years post qualifying experience in finance, preferably in an investment house. The post requires a highly motivated, self-starter with an outgoing personality.

Initial compensation for this position is in the region of £21,000. A bonus scheme, company car, pension and benefits are anticipated.

Applications should be made in confidence enclosing a full CV and quoting reference MCS/5037 to Barrie A. Whitaker, Executive Selection Division, Price Waterhouse, Southwark Towers, 32 London Bridge Street, London SE1 9SS.

Price Waterhouse
Business Needs Experts

Financial Accountant

The City

Dow Financial Services Limited is the holding company for a worldwide banking and financial group serving a broad based clientele in over 60 countries.

This high profile role, within a compact and professional accounting team, reports to the Group Financial Controller and involves considerable senior management liaison in relation to annual profit plans and control analyses.

Aged 25-30, you will be a recently qualified ACA with perhaps one year's commercial experience. Some practical knowledge of US

MP
Michael Page Partnership
International Recruitment Consultants
London Bristol Birmingham Manchester Leeds Glasgow
Brussels New York Sydney

c. £16,000

accounting principles is essential and familiarity with personal computers would be advantageous.

Self-motivation, dedication and commitment will be among the personal qualities required for this demanding but well-rewarded position, and for the right candidate, there will be excellent prospects for promotion and international travel.

Applicants should contact Barbara Taylor ACA on 01-242 0965 or write to her at Michael Page Partnership, 31 Southampton Row, London WC1B 5SH, quoting ref. L2040.

Accountancy Appointments

The Civil Service is unmatched in the impressive range of work it can offer qualified accountants. Their skills are instrumental in every sector of national government, so, not surprisingly the challenges and responsibilities are exceptional.

Opportunities now exist for experienced professional accountants to take up principal posts in the following areas:

You will act as a Financial Advisor to the Inspectorate, providing advice on police service finance and setting up field tests to explore the practical application of the proposed financial information system. You will also assemble and interpret financial information on forces for use as part of the inspection process. The post will also involve advising on proposed police budgets for new Joint Boards, liaison with the Audit Commission and CIPFA and providing an in-house service to various Home Office departments.

Further details are available from Mr C Vessey, telephone 01-213 7396.

The Enquiry Branch undertakes detailed investigations into suspected cases of serious fraud in business returns and accounts and examines the work of practising accountants thought to be implicated. You will work with HM Inspectors of Taxes, advising on accountancy law and practice and providing them with accountancy support in their investigations. In addition, you will have personal responsibility for conducting investigations into a selection of your own cases. Post-qualification professional office experience is essential.

Further details on these London and Nottingham based posts from Mr K Shaw, telephone 01-438 6868.

The Branch is responsible for the independent and continuous review of the Department's management systems. You will lead the audit section for divisions concerned with nationalised industries and support for innovation. This will involve managing the section's workload, directing and monitoring audits to professional standards, contributing to section and branch training and maintaining good relations with the divisions within your territory. You will have recent audit management experience and an up-to-date knowledge of modern internal auditing. Computer knowledge is an asset.

Further details can be obtained from Mr W A Methven, telephone 01-216 3596.

All applicants must possess a professional qualification (CACA, ICA, ICMA or CIPFA) and demonstrate considerable professional experience and initiative.

SALARY (under review): £2,295-£2,748, £300 higher in London. Starting salary according to qualifications and experience. Promotion prospects.

RELOCATION EXPENSES MAY BE AVAILABLE.

For further details and an application form (to be returned by 26 June 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G3/466/4.

The Civil Service is an equal opportunity employer

Financial Controller & Company Secretary

London

For a fast growing investment banking company with ambitious plans for further development.

In this post you will report to the Managing Director and be responsible for the group's financial accounting and administration as well as for all aspects of financial planning and control. You will work closely with professional advisers on property, legal and tax matters and act as Secretary to the Board.

The person we are seeking will be a qualified accountant aged around 30 with a background of sound professional or commercial experience. An equity participation is envisaged. In the medium term there should be an opportunity to join the Board.

Please write in confidence, with brief c.v. to:

Walter Judd Limited (Ref L667)
Incorporated Practitioners in Advertising
1a Bow Lane, London EC4M 9EJ.

FINANCIAL CONTROLLER BEDFORD

The National Freight Consortium is a large and expanding group based in Bedford. We have interests in transport, travel and property throughout the United Kingdom and overseas. Our Property Group manages almost all of the UK property. Its role is to optimise the use of operational sites and achieve a more balanced property portfolio through the sales or redevelopment of eco-operational locations.

This group now requires the additional assistance of a Financial Controller to support the Group Finance Director and the small accounting team. Estate management and accounting are carried out on integrated computer system so excellent levels of service must be maintained for the benefit of all the group's operations.

This new post will be a demanding one but will offer excellent opportunities for an ambitious, fully qualified accountant. The successful candidate must be experienced in all aspects of financial management but particularly in management accounting. He will also be required to manage staff and be prepared to operate within a small, mutually dependent team. Good written and verbal skills, as is experience of working in a highly computerised environment, the ability to work within rigorous timetables under considerable pressure, is of special importance.

Starting salary will be about £16,000 + car. The job security will be provided.

If you are interested in this vacancy, please telephone:

Mrs ELIZABETH TOLSON, NATIONAL FREIGHT COMPANY, BEDFORD MK44 2BB
for further details and an application form



Financial Controller Director Designate in excess of £20,000 +benefits London SW1

Our client, an expanding hotel and leisure company, presently owns three prestigious units in London and to the west of London. Within the near future the Company intends to seek a quotation for its shares.

Major plans for expansion now demand the appointment of a Financial Controller to report to the Chairman and Managing Director and assume full responsibility for financial and secretarial activity. Specific emphasis will be placed on the enhancement of accounting procedures and the development of computer-based management information systems, and participation in the strategic and commercial decision-making processes can be anticipated.

Preferably in their early 30s, as well as being qualified accountants with proven ability to apply shrewd business judgement to the preparation, analysis and control of financial data, candidates should be fully prepared for a detailed involvement in the day-to-day financial operation of the business.

This newly-created position commands a highly competitive negotiable remuneration package including company car, PPP and contributory pension scheme. Career development will be measured by results; the successful applicant can anticipate promotion to director level within the short term and, in due course, participate in a share option scheme.

Please write with CV, in strictest confidence, to Geoff Barnes,
Casson Beckman,
Chartered Accountants,
27/29 Queen Anne Street,
London W1M 0DA.

Finance Manager

Addlestone, Surrey
£20K + 2 litre car

Plessey Displays is a leading European supplier of high technology display systems for the home and export market.

We now seek a highly experienced professional to be responsible to the Finance Director for the accounting of major UK and US government contracts and projects ranging in value up to £20 million. The work offers opportunities for high-level financial management, with personal control and direction of a small professional team of Management Accountants. Duties cover the whole spectrum, from the preparation of business budgets and review of business performance against budgeted targets to the appraisal of capital expenditure programme and specification and implementation of enhancements to business computer systems.

The successful candidate, over 30 years of age, will have considerable experience in systems accounting and management accounting, and the stature to deputise for the Financial Director in his absence.

In return we offer a salary up to £20,000 plus a 2 litre car, excellent working conditions and benefits – and every prospect for rapid promotion in the financial field.

For further details and application form, please contact David Munzter, Personnel Executive, Plessey Displays, Station Road, Addlestone, Weybridge, Surrey KT15 2PW. Tel: Weybridge (0332) 47282.



Chief Accountant Full accounting responsibility in a dynamic environment

London, SW1 to £18,000 + car

SIA is the UK subsidiary of Europe's largest computer services group. The company is a supplier of specialist software and bureau services and a leader in many of the markets in which it operates.

A qualified Accountant is now sought to take full responsibility for our accounting function. This will encompass budgeting, forecasting, management reporting and all aspects of financial accounts.

It is a key executive role demanding strong commercial awareness and the ability to exercise firm financial control. This will have been gained from a wide experience of controlling an accounts department in a commercial environment, ideally with the additional ability to develop and enhance complex accounting systems.

Please write with full details and CV to:
The Financial Director, SIA Computer Services,
Ebury Gate, 23 Lower Belgrave Street,
London SW1W 9NW.



OPERATIONAL AUDITOR

£16,000 + car

London based public company in the leisure industry offering a positive career path. Work involves ad hoc assignments, investigations and acquisitions with some overseas travel.

Ref AT/285

THE PERSONAL SERVICE
ACCOUNTANCY ASSOCIATES LIMITED
incorporating Accountancy Recruitment
5 VIGO STREET LONDON W1X 1AH TELEPHONE 01-439 3387 TELEX 27783

MORGAN STANLEY INTERNATIONAL MANAGEMENT OPPORTUNITIES FOR RECENTLY QUALIFIED ACCOUNTANTS IN EUROBOND SETTLEMENTS

Use your accounting, control and systems skills to pursue an exciting career in the fast changing International Securities Industry. Morgan Stanley's rapid growth in the past two years has created a number of opportunities for young qualified accountants to join our Operations Control, Trader Support, and Cash and Securities Movements departments. Successful candidates will have the opportunity to move quickly into supervisory/managerial positions in a dynamic organisation.

Our Programme Offers:

- An outstanding compensation programme, with compensation heavily geared to performance and the ability to take on increasing levels of responsibility.
- A means of establishing a high-growth career in a challenging industry, working closely with our sales and trading staff to solve problems, implement new products, and maximise the income of the firm. Extensive training will be provided.

We Require:

Bright, highly motivated individuals with strong academic and career records, who want to develop into managers with a firm which is a leader in its field.

Please send your curriculum vitae together with a cover letter in which you detail your accomplishments and your qualifications to:

Personnel Department,
Morgan Stanley International,
Commercial Union Building,
1 Undershaft, London EC3P 3HS.

Deputy Group Audit Controller

London

Our client, an international public limited company, one of Britain's top 100, is looking for someone capable of taking over from the present Group Audit Controller in a year's time.

Reporting to the current Group Audit Controller you will have wide responsibilities which will include reviewing the records, systems and operations of the three major and other minor divisions in the Group. The Group's activities are mainly within the U.K. with steady overseas expansion.

Aged 32-40, you should be a qualified Accountant with some commercial experience preferably in a leisure or service orientated industry. A further advantage would be a background which includes appreciation of systems relating to the recording and management of substantial day to day cash transactions. Most of the Group's accounting systems are computerised.

The starting salary will be negotiable. Working conditions are first-rate, and a comprehensive benefits package includes share schemes and a company car.

Confidential Reply Service: Please write with full CV quoting reference 1955/RS on your envelope, listing separately any company to whom you do not wish your details to be sent. CVs will be forwarded directly to our client who will conduct the interviews. Charles Barker Recruitment Limited, 30 Farringdon Street, London EC4A 4EA.

CHARLES BARKER
ADVERTISING · SELECTION · SEARCH

European Controller

Richmond

up to £30,000

Our client, CACI is an international professional and high technology services organisation with clients in government and commerce. Founded in 1962, CACI is a leader in information systems, proprietary software products and market analysis services.

They wish to appoint a European Controller, to contribute to company profitability by the professional application of financial controls and the maintenance of accounting standards in Europe.

Candidates must be Chartered Accountants, educated to degree level with at least four years' commercial experience. Broad tax knowledge, combined with experience of US reporting will also be sought.

The position will appeal to an ambitious, highly energetic self-starter, probably in his or her early thirties with experience of working in an international computer software oriented organisation.

Rewards are high, reflecting the importance of this influential role. In addition to the salary indicated, there is a quality car, private medical insurance, pension and significant growth opportunities.

Candidates should apply in confidence, enclosing a full CV to Barrie A. Whiffler, Price Waterhouse, Executive Selection Division, 32 London Bridge Street, London SE1 9SY, and quoting reference MCS/5038.



A BOARD APPOINTMENT

With Financial and Commercial responsibilities, and with the capability and experience to DEPUTISE FOR THE MANAGING DIRECTOR.

Excellent Remuneration Package

Our client, The English Glass Company Limited, manufactures for demanding OEM specifiers, high performance plastic, glass and ceramic components. Significant exports feature in a strong cash position, and volume growth is planned both through new products and acquisitions.

Reporting to the Managing Director, an experienced general manager/director, probable age 35-45, is now sought to contribute to the implementation of the growth plan. Previous senior financial management experience in an appropriate environment is essential.

The remuneration package is negotiable.

Candidates, male and female, please write to David T Bentley, Senior Consultant, 31 Consultants Limited, Headrow House, The Headrow, Leeds LS1 8ES, or telephone Leeds (0532) 459469 (24 hr confidential reply service), for further details and an application form, quoting Reference DB/538.

3i 3i Consultants Limited
Recruitment Division

THE ARTS

The Overgrown Path/Royal Court

Michael Coveney

Robert Holman's slippery, insidious and finally remarkable new play opens with a group of Japanese children performing a play about how their teacher survived the destruction of Nagasaki. The show is witnessed by a guilt-ridden atomic physicist, Daniel Howarth, and his wife, Beth. They have returned to Japan to try and find the girl Beth tended when serving with the American Red Cross at the end of the war.

That first scene, as charming as it is surprising, is an apparently unconnected prelude to the play proper, which is set on the sun-baked Greek island of Tinos where the Howarts have retreated from the academic ratrace. Their Japanese expedition punctuates an idyll of mystery and painstaking revelation of Sue Holman's subtle design of what hot salsa guitars and curling trees, a fat beach half covered in fishing nets, all beautifully lit by Peter Mumford.

Holman is here combining the deft, reverberative naturalism of his earlier Bush Theatre

plays with the jerks of promise of last year's *Other Worlds* and *Today*, a rambling but curiously compelling piece about England and the Spanish Civil War that is still in the RSC's Pit repertoire.

His ability to suggest a quality of "life lived" is rooted in a detailed account of character's backgrounds. This is not done by crass exposition. Howarth's background, for instance, really comes in to focus when the visiting Cambridge graduate, Nicholas Marks, stumbles across an old physics teacher at Manchester Grammar School. Nicholas himself is untravelled, as it were, by Howarth's step-daughter, Sarah, who is visiting the island subsequent to the death of her 66-year-old lover in Highgate.

Howarth imagines himself to be punished for his dangerous career first by the news of Beth's spreading leukaemia (the elision of the scenes around the letter's arrival from Athens is the one awkward spot in the staging) and then by the lighting disaster.

As the dawn comes up, Howarth and Beth decide to return to Japan gaining strength in the other's physical presence. They kiss passionately.

The modern Greek's sense of past injustice and present aspiration is cleverly conveyed in Christopher Karallis's energetic local lizard lover and a sense of place emerges as strongly as does the reality of the inhabitants.

The theme of knowledge with responsibility echoes Brecht's *Gaffel and Brenton's The Genius*, while Louis Page's *Salomé* was another Court play to revive war-time ghosts around the Mediterranean. There are, however, very few, if any, conventions and Howarth's cast. The final speech about the dangers of scientific knowledge tumbles forth a little encrusted with cliché. But Mr Vaughan carries the moment magnificently and the play ends on a confident yet quizzical dying fall with an assertion of human goodness through the spiritual integrity of the characters.

Saleroom/Anthony Thorncroft

Hitler—for £700

Entrepreneur Paul Raymond has £200,000 richer today after selling off the contents of his London War Museum at the Whitehall Theatre, following the ruling by the Westminster City Council that the museum went against the designation of the theatre as a place of live entertainment.

Phillips organised the auction on the premises yesterday. Its best customer was Robert Lampough, who is setting up the British Aerial Museum at North Weald, Essex, later in the year, and was anxious to buy the aeroplanes on offer.

He paid £24,000 for a Messerschmitt 109; £30,000 for a Spitfire Mk IX; and £3,000 for a Mustang. None of the planes has an engine. The Fleet Air Arm Museum bought a replica of the Sopwith Pup for £19,000, and a private American buyer secured a Heinkel for £24,000. Raymond had paid £26,000 for the plane at Phillips in 1983.

Everything had to go, and the lowest price paid was the £30 for a collection of wartime sheet music, including "When the lights go on again all over the world." A display of ration books and other wartime memorabilia made £60 while a group of sandbags and camouflage netting realised £90.

Top price among the models was paid for Hitler—£700 for a dummy in full uniform. Goering and Himmler were valued at £650 but Rudolf Hess made only £340. Monty was knocked down for £600, while a model of a wartime plane seller fetched £10.

Having already disposed of the Whitehall Theatre, Paul Raymond's investment in the

London War Museum has brought him almost £2m.

Sophie's had a great success yesterday with its sale of nautical paintings, bringing in £889,128 with just 8.4 per cent unsold.

An American buyer paid £90,200 (against a top estimate of £20,000) for a picture of the Commodore Perry's cruiser, the *Shenandoah*, which during the American Civil War destroyed 37 Yankee ships in eight months. It is shown in an 1865 painting by George Nasier ennobling enemy ships. In 1871, Sotheby's sold the lot for £11,000.

The same dealer bought "The Royal Mail steamer *Lanister* entering Kingstown harbour," an 1868 scene by Captain Richard Beeching, for £55,200. "The Crayling leading a race" by Antonio Jacobsen went for £42,400, even though it carried a £9,000 top forecast; subsequently the ship was noticed to be carrying the flag of the New York Yacht Club, and the picture will no doubt cross the Atlantic.

Artists also were bidding to reclaim their past at a Christie's South Kensington, topographical sale on Tuesday night. A view of New York from the south, painted in 1760 by Captain Thomas Davies, went way above estimate at £10,000 to a New York buyer.

In New York, Chinese ceramics from the J. M. Hu family collection, sold by Sotheby's, achieved a record auction total for a Chinese sale in the U.S. of \$3,950,265 (£3,038,685) and, arguably, a record price for any Chinese work of art at auction.

A wine jar and cover, decorated with fish, of the Jiajing period, was bought by the private Hong Kong collector, Mrs Theresa Lau, for \$1,210,000. This would make it a record in sterling terms with an equivalent of £930,769, besting the £720,000 paid for a blue and white jar in London in 1981.

Perhaps parts of Brahms' A major Sonata were treated to affectionately. The finale tended to lose its sleek lines; the piano playing was not always as assertive as it might have been. No quarrel though with the serene unfolding of the first movement, its tone of easy confidence struck immediately, or with the sweet inflection and white dancel in the Andante.

The same purity then produced a memorable Spring Sonata, Beethoven playing of the lightest touch and the most solicitous

and gentle tone. Preceding it with Dvorák's almost classically proportioned G major Sonatas Op. 100 was a nice touch, for that was tackled with equal appetite but kept within well schooled phrasing.

Having already disposed of the Whitehall Theatre, Paul Raymond's investment in the

Dance in New York/Clement Crisp

Bach with Balanchine's bite



Suzanne Farrell (centre) in "Tzigane."

During these fine late spring evenings, the Lincoln Centre plaza teems with ballet-goers drawn to the twin temples of the State Theatre and the Metropolitan Opera House, where the New York City Ballet and the American Ballet Theatre are playing concurrent and neighbouring seasons. Joining the throng last week, I saw performances which certain exhalation that some 6,000 devotees find nightly in the two theatres. What more characteristic of the city's amazing dance life than NYCB in *Concerto Barocco*. Bach interpreted by Balanchine, with the shining integrity of Merrill Ashley and Loudes Lopez as the voices of the two violins, or the drive of the entire company in the Balanchine/Stravinsky *Symphony in Three Movements* in which we can, after more than a decade, still see the dance of the future.

Two years after Balanchine's death, his repertory is given with undiminished rectitude. Such capital works as those I have mentioned, or *Four Temperaments*, look untarnished, as clean a style as if their creator's eye was still intact upon them. New works abound. I saw five new ones acquired this year, though all rather small in horizon. The problem for NYCB is, inevitably, to produce choreography that will continue to outdistance the state of the art in the rest of the world.

Meantime, the NYCB was dancing superlatively well.

Suzanne Farrell, one of its great glories, celebrated the 10th anniversary of *Tzigane*, that exercise in high kitch as bigger brother, Balanchine made for her with a performance

as astounding in its musical sensitivity as in its voluptuous manner.

Just as Ravel turned every cliché of gypsy fiddling into transcendental violin playing worthy of Paganini, so Balanchine metamorphosed the most blatant cabaret flaunting into dazzling dance; and Miss Farrell revelled in every least back-bend and complexity of step, seeming the exact and miraculously realisation of the

music.

La Valse has also returned to the repertory. A book could be written about Balanchine and the waltz—though pray heaven it is never published—and in treating Ravel's apocalyptic Vietnamese study he uncovers a world of ambiguous sensations, uneasy and fevered. The ballroom is shadowed by mortality, and when a young girl in white (the ravishing Kyra Nichols) has her partner (Josephine, we are led to infer) in Gothic nightmare as Death claims her and the last swirling measures of the score show her funeral cortège caught up in the whirlpool of the dance.

Miss Nichols was also the heroine of Peter Martins' recent *Poulenc Sonata*. An

atmosphere of isolation and sadness is established as we see her spotlit on a dark stage.

She is visited by two different and irreconcilable lovers: the devoted, simple-minded Alexander Pirouette and the more cerebral Christopher d'Amboise, but there is an odd sense of emotional incompleteness in the way this novelish plot is imposed upon Poulen's serious and dark-hued sonata for two pianos.

As a pendant, there is one of the two miniatures Mr Martins has made for this Spring season.

Valse Triste, to Sibelius music, is a portrait-tribute to Patricia McBride as a woman remembering a lost love, La Andersen. The incident is predictable enough as yet another dream waltz. Its interest lies in Miss McBride's potent dancing, drenched with feeling, and in Mr Andersen's subtle response to her, as waves of passion fan the embers of past love into a brief life.

The pleasures of the other short work from Mr Martins are owed to his buoyant treatment of three young male dancers.

Eight More (a title explained by the fact that Mr Martins has used Stravinsky's *Eight Easy Pieces* previous in their piano version and now choreographs their orchestral form) sets the demi-caractère virtuosity of Gen Horiuchi against the purer

style of Pete Boal and Michael Byers.

There result fizzy variations and confrontations in which Mr Horuchi, small in stature; a giant in skill, contrives to come off best with nippier footwork.

It is lucky, and does not overstay its welcome.

Jérôme Robbins' *Eight Lines* is also new this year. Turning once more to the musical minimalist, he first considers in *Clown Pictures*, Mr Robbins uses Steve Reich's octet in its original version, whence his ballet's title. *Eight Lines* benefits from a magnificent cast headed by Maria Callas, Lourdes Lopez, Sean Lavery and Christopher d'Amboise, with five soloists and a corps de ballet of five girls. Costumes are leotards in solid primary colours, their uncompromising visual effect matched by dancing of mathematical precision, as we see contrasts drawn between simple and complex choreographic textures. Most intriguing is the way Mr Robbins has not been shackled by his accompaniment: his dances transcend the wearisome repetitions of this hyper-active wall-paper.

With the American Ballet Theatre at the Met, I was able to see the company's largest productions: the recent staging of MacMillan's *Romeo and Juliet* and the *Baryshnikov/Peter Anastas* version of *Cinderella*.

About *Cinderella* I can but report that, though it is a popular success, I thought it charmless and desperately unamusing, and that — greatest sin — it diminishes the power of Prokofiev's score.

Cynthia Harvey, fleet and light, could not surmount the aridity of the title role; Kevin McKenzie shone as an elegant virtuoso in the Prince's variations but could nowhere find sustenance for a characterisation.

The staging is hideous in Santo Loquasto's flashy design, and heartless on dramatic terms. It looks an expensive and vulgar Christmas toy which obstinately refuses to work.

A Bloody English Garden/Bristol New Vic

B. A. Young

Where is this "South London" where Edward Bond set his young people stoning babies to death, and where Nick Fisher now presents three unemployed teenagers who live by theft and violence and speak with an excess of four-letter expletives? Does it house no honest, decent folk? Even Maisie (Mary Sheen), the old lady in the centre of this rather improbable play at the New Vic—a joint production of the Bristol Old Vic and Bristol Express-stalls, and concure in stealing all that go on living by theft.

Mike (Richard Graham), the leader of the young trio, is doing a week's community service, tidying Maisie's garden, which is deep in every kind of rubbish. (We have seen how he earned his sentence. He and his

wife Jimbo and Killer uproot and destroy some young trees;

no doubt an ideal qualification for an unwilling gardener.) Maisie's sentimental memories of the roses her late husband Johnny planted, now long gone, turn Mike into a devoted horticulturist, however. He steals a harrowload of plants from the Garden Centre, plus a lawn's area of turf, and creates a garden such as Maisie can never have thought of. It must have been the talk of everyone in South London except the police, who never follow up the thefts.

Jobny is more than the shelf that Maisie dusts every day and dreams of every night. We see him in close-up. Mike's double life, when the date recedes from 1985 to the 1930s. Then Little Caesar was on at the flicks, Jack Hylton

topped the charts, and Jimbo and Killer were their identical predecessors Colin and Staz (Neil Packham and Stephen Jameson).

We see Johnny dancing a nimble foxtrot with Maisie at the Hammersmith Palais. We see him, rather sketchily, blown up in a submarine; a misfortune for which Maisie blames herself, for she urged him to join up rather than go on living by theft.

The author swamps his play in a naive wash of sympathy for the poor and disadvantaged, even for Killer, who is a British fascist in the 1930s and its equivalent today, the Jews swapped into the Blacks. But the characters have no more depth than entries in a reference book,

and a rather cutesy reference book at that. Mick Fisher is determined on a happy ending, for which he makes ample die from hypotheticals. The three heroes plant a stolen oak tree precariously by their garden.

Loose ends, far through the play and in Andy Jordan's production, but we are enjoined into believing that it is all symbolic by the "theatrical" introductory words with which Mike opens the proceedings.

Mr Fisher has written verse plays, and sometimes seems to remember it vaguely, among his more demotic discharges. But it would be expecting too much to ask the company to play these parts with any real belief in them.

American architecture

Gillian Darley

In a city that grew from a village founded in 1837, and in a state which obtained its independence from Mexico in 1836 but did not join the U.S. until 1845, the establishment in 1861 of the Rice Institute at Houston, Texas, was an astonishing act of faith. It was the brainchild of a millionaire, William M. Rice, who did not live to see the outcome; he was murdered, aged 89, by his son on behalf of a lawyer who was after his fortune.

But his example has not been ignored: linking the three blocks — library, lecture hall and a larger wing for students and administration—is a court yard, alongside which runs a covered way, open-sided and formed by tubby columns. Externally, the original choice of stone and brick has been added to with a glazed, plumb-coloured brick interposed to emphasise the areas in which windows or glass panes protrude. There is also terracotta tile and "spandrel" glass all making a rich, but economic, surface to the building—which is, in fact, steel-framed.

The strong patterning is the only showy touch in a set of buildings that are, internally, calm, both in spatial terms and in the choice of muted (and very fashionable) colours — yellow and dusty blue.

Pelli is one of the small handful of modernist architects working in the U.S. (he is, in fact, Argentinian) who has not been tempted into the ice-cream war of frippery in high-rise buildings. It has left him a little out of the lime-light, but with a reputation for integrity that goes beyond the hunger for novelty and a short, sharp blaze of notoriety.

Arts Guide

Exhibitions

VIENNA

Vienna 1970-1930: Dream and Reality. The greatest names of the Vienna Art Deco school—Klimt, Otto Wagner, Schiele, Kokoschka, Ernst, Loos, Josef Hoffmann—had a dazzling influence on Jugendstil creative genius. The attempt to integrate the artistic achievements of this era with philosophical developments (notably Wittgenstein but also Freud) and political transformations (the emergence of municipal socialism) is a mixture of ambition and only partly success. The complex tension between authoritarian and censured reality on the one hand and the illusions or fantasies of individual artists on the other is hinted at but not fully explored. A high point of the show is a reconstruction of Hoffman's room at the secession exhibition of 1902. Here, triumphantly restored, is Klimt's fifty-foot Beethoven frieze.

ITALY

Metropolitan Museum: '30 objects from the period between the 1851 Crystal Palace Exhibition to the 1900 World Fair in Paris demonstrate the show's theme of Revivals and Explorations in European decorative arts. Ends Sept 5.

WASHINGTON

National Gallery. Ancient Art of the American Woodland Indians in

includes 151 pieces covering 3,000 years of sculpture, ceramics, copper and shell objects of the native Americans who lived in what is now the eastern half of the U.S. Ends Aug 4.

National Gallery (West Bldg): 38 old master paintings from the Dulwich Picture Gallery are exhibited under the title Collection for a King. Includes works by Rembrandt, Van Dyck, Canaletto and Gainsborough. Ends Sept 5.

CHICAGO

Art Institute: Though Edward Manet made etchings primarily to reproduce and publicise his paintings, he developed a unique style as shown in the 27 etchings this special exhibit of more than a third of his total output of 75 etchings. Ends Sept 2.

Art Institute: With 200 of Marc Chagall's works on paper dating from 1907 to 1982, this show from the Centre Pompidou in Paris makes a good study of Chagall the draughtsman. Ends July 7.

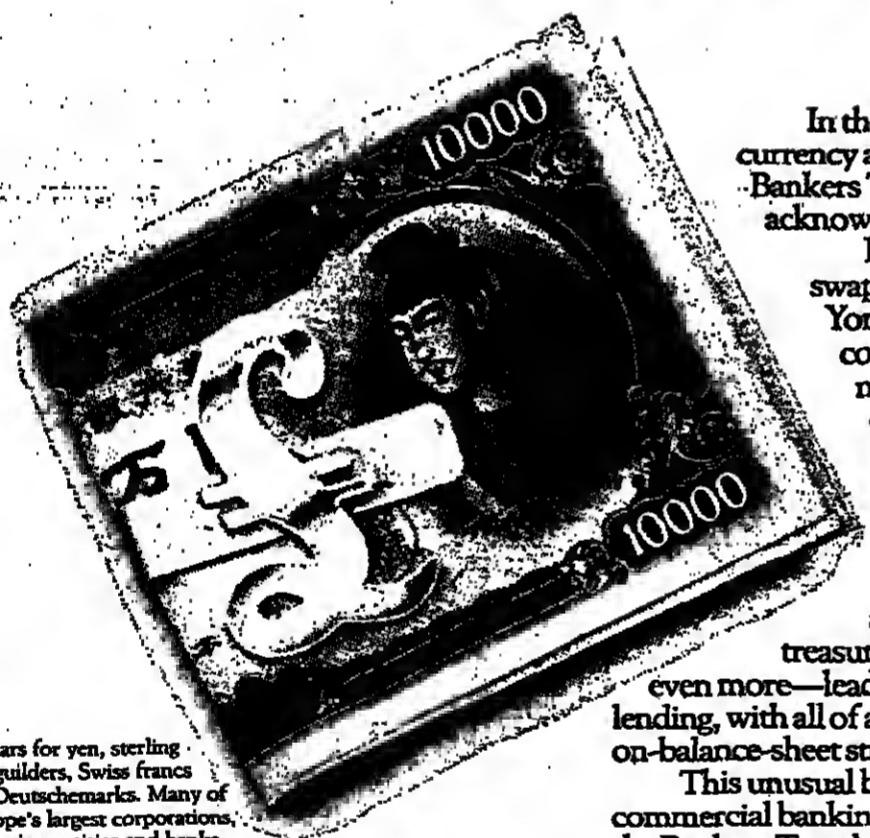
GENOVA

Palazzo Della Commenda: Japan — The Avant-Garde from Kyoto — part of the historical section of a huge exhibition of contemporary Japanese art at various centres in Genoa. The series of early Japanese erotic prints (from the Museo Civico) — shown here for the first time in public — form an amusing contrast with Eejime Sorayama's sexy robots (at the Teatro Falcone), Venice, Palazzo Fortuny: Toys for the

science-fiction era, showing how vastly more sophisticated robots have

Is the bank that lends you money a leader in currency swaps, too?

Bankers Trust is.



Dollars for yen, sterling
for guilders, Swiss francs
for Deutschemarks. Many of
Europe's largest corporations,
sovereign entities and banks
turn to Bankers Trust for their
currency and interest rate swaps.

In the intricate world of currency and interest swaps, Bankers Trust is a universally acknowledged market leader.

In 1984, our team of swaps specialists in New York, London, and Tokyo completed an average of more than one deal every day.

Swaps transactions are one of the most sophisticated investment banking products available to the corporate treasurer today. But we offer even more—leadership in commercial lending, with all of a money center bank's on-balance sheet strength.

This unusual blend of investment and commercial banking functions is typical of the Bankers Trust brand of banking. We call it "merchant banking." It combines the lending capability and breadth of non-credit services of a commercial bank with the intermediary skills and entrepreneurial spirit of an investment bank.

Our merchant banking skills are not limited to domestic financial services. They extend worldwide.

So they give our clients very real advantages in an increasingly internationalized world of finance. As in currency swaps, where knowledge of and familiarity with world capital markets is absolutely critical.

Our array of merchant banking services is broad and deep. So broad in fact, that many of our clients rarely if ever require the services of other major banks. Among the many services that we provide:

Trading. From our regional trading rooms in New York, London, and the Far East, we execute over \$18 billion in money, securities, and currency

transactions daily. Bankers Trust is today one of the five largest primary United States government securities dealers and one of the acknowledged leaders in foreign currency trading.

Leasing. Last year, Bankers Trust arranged lease financing of \$2.5 billion in equipment value of big ticket transactions. And for two straight years, we've arranged more leveraged leases than any other financial institution.

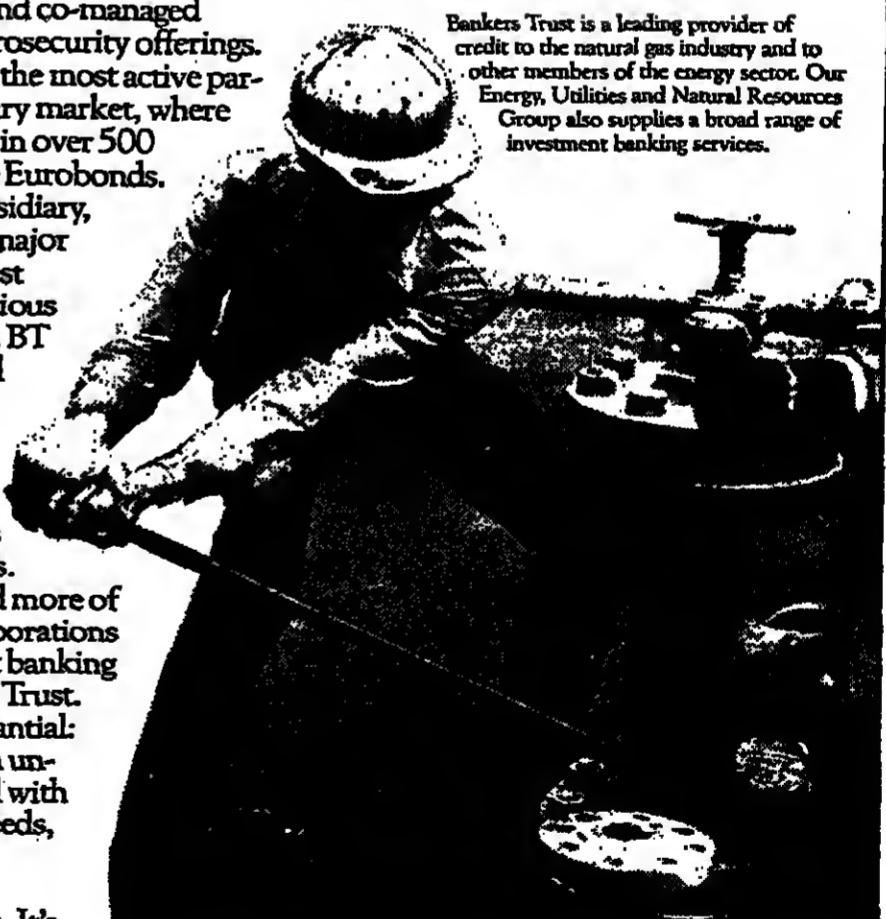
Eurosecurities. In 1984, we lead-managed \$2.2 billion and co-managed \$15 billion more in Eurosecurity offerings. Bankers Trust is one of the most active participants in the secondary market, where we are a market-maker in over 500 fixed- and floating-rate Eurobonds.

Futures. Our subsidiary, BT Futures Corp., is a major participant in the interest rate, currency, and precious metals futures markets. BT Futures Corp. executed over \$400 billion in contracts in 1984.

No bank—commercial or investment—offers its clients a wider range of services. Which is why more and more of the world's leading corporations are turning to merchant banking as practiced by Bankers Trust. Its advantages are substantial: worldwide expertise, an unsurpassed ability to deal with interrelated financial needs, and to offer unbiased financial advice.

Merchant banking. It's ideally suited to today's complex corporate banking needs. If you'd like to join the long list of clients now taking advantage of merchant banking, come to the bank that provides it: Bankers Trust.

Bankers Trust is a leading provider of credit to the natural gas industry and to other members of the energy sector. Our Energy, Utilities and Natural Resources Group also supplies a broad range of investment banking services.



Bankers Trust Company
Dashwood House 69 Old Broad Street London
Merchant banking, worldwide.

FINANCIALTIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telegrams: Finantimo, London PS4. Telex: 8954871
Telephone: 01-248 8000

Thursday June 6 1985

The case for Salt II

THE SECOND Soviet-American Strategic Arms Limitation Treaty (Salt II) of 1979 was never ratified by the U.S. Senate, partly in reaction to the Soviet invasion of Afghanistan, partly because the American right criticised the agreement as unfair.

Nevertheless, both superpowers have until now committed themselves, at least in theory, to the observation of the Salt II limitations, pending a new nuclear arms agreement in Geneva. The U.S. Administration is now considering, after consultations with its European allies today, whether to stand by this commitment any longer. President Reagan will announce his decision on Monday.

There can be no reasonable doubt where his decision should lie. A decision must be taken soon, because the next U.S. Trident submarine, the USS Alaska, will start sea trials in the autumn. Since this would carry the U.S. above its Salt II missile limits, observation of the treaty would require the U.S. to remove another, older submarine from its nuclear arsenal. This is what the Administration should do, even if there is a respectable case for a partial decommissioning, as a compromise.

Constraints

Inside the Administration, critics of the Salt II treaty also argue that the Soviet Union is already infringing the treaty limits, by developing two new land-based missiles when only one new type is allowed, and by encoding the telemetric signals used in missile testing. Therefore, they say, the U.S. is also entitled to infringe the treaty constraints.

If there is to be any argument in favour of overt U.S. infringement, it needs to be far stronger than that. The Soviet Union may be violating the treaty in development terms, but it is not yet deploying more missiles than it is allowed. For the Americans to flout the deployment limits can only incite the Russians to follow suit.

This cannot be in the U.S. interest. So long as the Soviet Union respects the missile ceilings, it could, by the mid-1990s, increase its warheads by some

a half-way house which would respect the spirit of Salt II while not quite respecting the latter; to take an old submarine out of active commission, but not to dismantle its missile tubes. In some ways this might be less satisfactory than full compliance; but it would signal that U.S. military security will be meaningfully enhanced by the addition of one submarine.

Dismantle

There is a half-way house which would respect the spirit of Salt II while not quite respecting the latter; to take an old submarine out of active commission, but not to dismantle its missile tubes. In some ways this might be less satisfactory than full compliance; but it would signal that U.S. military security will be meaningfully enhanced by the addition of one submarine.

But whatever the narrow arguments, President Reagan's decision is bound to be scrutinised in Europe as a sensitive indicator of his Administration's attitude to arms control; for Washington's most influential critics of Salt II are also the strongest opponents of arms control in general. If he does not repeat Salt II, the world will draw pessimistic inferences about his intentions in Geneva.

The go-ahead for Stansted

NOBODY CAN be more pleased by the White Paper on airports policy than the British Airports Authority (BAA) and nobody less pleased than middle class Conservative voters in Essex. For its twin decisions are to give planning permission for the expansion of Stansted to 15m passengers a year and to privatisate BAA as a single entity.

Of the two decisions, the development of Stansted, at the pace recommended by Mr Graham Eyre, QC, who headed the planning inquiry, will be the more unpopular, but the more easily justified. The Government's view is simply that air traffic is set to grow much more quickly in the next 15 years than can be accommodated at Heathrow.

No decision has yet been taken over the construction of a fifth terminal at Heathrow, but because it would involve the relocation of the Sludge works at Perry Oaks, there are doubts that it could be in place in time to meet the expected bustle in demand in the early 1980s.

Rapid increase

Projections of air traffic have been unreliable in the past and it was once thought that Heathrow and Gatwick would be unable to cope with demand in the South-east as long ago as the early 1970s. The Department of Transport's latest estimates are that demand will rise from about 47m passengers this year to 77.4m by 1995 and 96m by 2000. This looks a very rapid rate of increase, but it must be remembered that between 1980 and 1984 demand at London's airports rose from 4m to 45m.

Even if the demand projections prove too buoyant and even though the Government admits "too many travellers from the regions are forced to use the south-east airports," a modest expansion of Stansted looks the only rational solution. A majority of the residents in the Stansted area support expansion and the higher economic activity it will bring. Opponents of its development, at least, have the comfort that expansion will be phased and that growth beyond 7m-8m passengers a year will need explicit parliamentary approval.

The Government also intends to encourage the expansion of Manchester and other regional

airports but given the extent of the present diversion of passengers into the already overcrowded and noise-polluted south-east, its commitment here looks on the weak side. It might be possible to devise some explicit tax-based incentives to encourage airlines to make greater use of regional facilities.

It is easy to understand why Mr Nicholas Ridley, the Transport Secretary, has resolved to privatisate BAA as a single entity; this is the only way to raise the maximum revenue for the Treasury. Once again, however, it seems that the Government may not be giving the goals of greater competition and efficiency the priority they deserve.

It is often argued that competition between airports, especially between those serving the same region, is important. Small airports could provide complementary services for airlines between which the real competition can occur. This view is strongly challenged in a report by the Institute for Fiscal Studies (IFS) also published yesterday. The IFS is highly critical of BAA's present charging policies and implies that little will change unless the ownership of the three main London airports is divided.

Uneconomic

The IFS report maintains that because the BAA uses its highly profitable commercial services (food, drink and retailing), it faces unreasonably high charges for airlines. It may be attracting an excessive amount of air traffic to London. If charging policies were more retional then some of the forecast traffic growth which justifies Stansted's expansion would go to other European airports. In other words part of the air traffic headache has been created by BAA's uneconomic pricing.

Mr Ridley's decision to organise BAA's seven airports as separate companies under a single holding company should lead to greater financial transparency and the elimination of some cross-subsidies. However, that outright independence for the South-east airports would allow real competition and ease regulatory problems following privatisation needs to be carefully considered by the Government.

THE REIGN of Mr Roger Smith, the rather mild-looking accountant who became chairman of General Motors four years ago, is now unquestionably the most significant in the company's post-war history.

This 59-year-old veteran, widely written off as a grey Mr Average when he moved into the chairmanship, could scarcely have demonstrated his determination to change the direction of the company more than by taking over Hughes Aircraft.

The announcement yesterday that GM is to pay \$5bn for Hughes ends weeks of speculation about the fate of the Californian electronics aerospace and defence group. Earlier this year the company had been put up for sale by the Howard Hughes Medical Institute, a move which attracted some of the biggest names in Corporate America.

Hughes Aircraft is the high technology end-product of the machine shop where Howard Hughes, the brilliant, eccentric homo universale of 20th century U.S. history, built his first racing planes.

The company has grown into one of the top 10 U.S. defence contractors, with a glittering list of products, including most of America's spy satellites and the first spacecraft to land on the moon. The challenge for GM is to link Hughes' electronics, high technology and endless search for new products, to the methodical engineering traditions of the motor industry.

Mr Smith said yesterday that such a linkage is vital to GM's future. "You have got to have the Hughes and the EDs (the data-processing company GM acquired last year) to be a player out there in the 21st century. We are going to build our company for the 21st century — we are not just going to stumble into it backwards."

Even before Mr Smith's announcement, Mr Smith had put his own very individual stamp on GM. After a shaky start when his outspokenness threatened serious embarrassment, he has driven GM into so many new fields that this lumbering giant of manufacturing industry has begun to look almost entrepreneurial.

It has got together with Toyota, the U.S. motor industry's main Japanese rival, in a controversial small car manufacturing operation in California, pushed through a wrenching management re-organisation, negotiated a radical new wages system in a race face-out with the Auto Workers' union and, last summer, launched its first big diversification move — the \$2.5bn acquisition of Electronic Data Systems, the world's premier independent data-processing company.

Mr Smith also threw the normal caution of the industry to the winds by telling the world that GM had embarked on one of the most ambitious new product developments in the history of the industry.

The results of the Saturn project to produce a small car capable of taking on the Japanese, has become a real hostage

THE PURCHASE OF HUGHES AIRCRAFT

GM takes a \$5bn gamble

By Terry Dodsworth and Paul Taylor in New York



Roger Smith GM's chairman (left), moving into an area of high technology pioneered by the late Howard Hughes (right)

No one knows precisely what sort of earnings growth this has generated for the group, although sales have jumped by almost 90 per cent since 1980. But Hughes has managed to be financially self-sustaining during this period, a comforting thought for GM's shareholders who ought not to see vast amounts of cash diverted to expanding the newly-acquired aerospace company.

Presenting the deal "as a truly historic day for GM," Mr Smith's emphasis yesterday fell almost entirely on the electronic wizardry which Hughes is expected to bring to the manufacturing of GM's vehicles.

Mr Smith said he had "long believed" that the future of the auto industry was tied up with the introduction of ever more sophisticated electronics under the hood and in the dashboard. The automobile, he added, is still in its infancy in terms of systems. He expects Hughes, for example, to help GM develop collision avoidance radar and "locating systems" which would help a driver find his way in unfamiliar territory.

Of equal significance, Mr Smith emphasised the potential gains through linking Hughes' hardware expertise with the software skills of EDs to revolutionise operations on the factory floor. "There is only limited systems engineering expertise in this new area of computer-integrated manufacturing," he said. "Hughes is one of the few organisations that has extensive experience in it."

Wall Street, meanwhile, reacted enthusiastically to this high-tech message yesterday, pushing the shares up by more than a dollar immediately after the deal was announced. Ms Ann Knight, an analyst at Paine Webber, pointed out that there are precedents for this kind of strategy for an auto company. "In Japan," she said, "Mitsubishi has successfully used its aircraft division to help with automotive design and engineering."

Ms Knight and others argue that within the capacity of the group, since its cash reserves amount to almost \$8bn at present. But it is a price which makes some heady assumptions about defence industry growth at a time when General Dynamics, the leading company in Hughes' sector, is trading at only eight times its 1984 earnings.

Set against these negative arguments are two overriding concerns for the U.S. car industry: the fears that if it does not diversify it will be caught in an inexorable circle of decline in its traditional business and its feeling that new technology may be the magic ingredient to save it.

Hughes brings a formidable reputation to the newly-enlarged group. It is regarded as one of the best managed and most innovative companies in its sector, with a star-spangled array of high tech equipment produced by a 74,000-strong workforce of which a third are highly-qualified engineers.

Since it was set up by the unconventional Howard Hughes in its present form in the early 1950s, with the motto "vision, vigilance, valour," Hughes Aircraft has stayed in the forefront of electronic aerospace technology. On an extremely fast-moving sector, it has proved one of the most consistent readers of where the industry was going, concentrating on the growing defence market for sophisticated electronic weapons and guidance systems.

The company has had its problems, notably when the Defence Department quarrelled with the quality standards on some of its missiles last year, but it has won plaudits for its business strategy, which has ensured that no single product accounts for more than 6 per cent of its sales. These consequently span radar, communications satellites, weapons systems, and the space shuttle's mechanical arm.

"You don't need to go and splash out \$5bn on an aerospace company to tell you that you are at the corner of Fifth Avenue and 59th Street," said Mr Healey yesterday, in a wry reference to the location of GM's towering Manhattan headquarters.

GM General Motors Corporation

HUGHES

	General Motors	Hughes Aircraft		
1984	1979	1984	1979	
Sales (\$m)	83.8	66.3	4.9	2.2
End-year employees (000)	742	553	73	52
Long-term debt (\$m)	2,417.4	580.0	73.0	100.0

Research: Rivka Nachoma

Changes in the air

Inside the BBC, they still do not believe the rumour about Alasdair Milne being replaced as director-general by Channel 4 chief, Jeremy Isaacs — at least, not in the near future.

The story, first head in the broadcasting world last Christmas, has been energetically revived this week, but those who should know best insist that despite Mrs Thatcher's antipathy to what she sees as Milne's arrogance, he will serve for some time yet.

The position of assistant director-general, Alan Protheroe, looks less sure. He was the one who vigorously defended what others saw as the indefensible: who the BBC "borrowed" TV-am's exclusive interview with Prince Michael of Kent without asking.

A sideways move for Protheroe would leave the assistant director-general, Alan Protheroe, looks less sure. He was the one who vigorously defended what others saw as the indefensible: who the BBC "borrowed" TV-am's exclusive interview with Prince Michael of Kent without asking.

Authorities in Peking, who is doubtless looking for political signals in the appointments list, will note that some of the colonial government's most swinging critics have been reappointed.

Young (whose brother David has received a peerage and a place in the Cabinet from Mrs Thatcher) is apparently not the only admirer of Milne's arrogance.

One of the senior partners in accountants Baker Young and a director of British Caledonian and Tescos, Young might feel that — with the Peacock Committee about to take a hard look at the BBC's financials, the Corporation's financial muscle would be greatly strengthened by moving Checkland nearer to the top of the executive.

Borrowed clothes

What does a government do to raise a cheer after 42 years in office? The answer of the long-ruling Progressive Conservative party in Ontario province, Canada, is to leave a lasting impression by stealing the opposition's clothes.

The Government also intends to encourage the expansion of Manchester and other regional

years as senior unofficial member of the executive council.

He says that the operation, to start shortly, will cost his firm over \$100,000, and is "a gamble on what we can recover and the price we can get."

The 100-tonne erector at the quarry and another at a local harbour ready to ship the oil to Britain or Holland. Under the deal the tanks and other equipment will be left on the island as payment for the oil. Barnard hopes to show a 10 to 15 per cent profit on the venture.

Reflections

Publisher Robert Maxwell has been slower than some of his rivals to do "something big" in the U.S. and, when cornered in New York yesterday, he was typically blithé about the reason.

He is not going to pay these silly prices, Mr Murdoch, for instance, is paying for his TV stations and magazines," he said. "Quite ludicrous."

Maxwell was offered Murdoch's Village Voice, but refused it; and he said he had no interest in buying Murdoch's loss-making New York Post, which is said to be on the block at \$70m.

But he is enthusiastic about the opportunities in the U.S. and abroad, and stressed to students at New York's Polytechnic Institute — where he was picking up an honorary degree along with Lockheed's Roy Anderson and Pfizer's Ed Pratt — that if they wanted "fame and fortune" they should get into the communications industry.

Who makes a major move in the U.S., it would probably be on the printing or database sides, Maxwell said. He is already in a joint venture with the Providence Journal and his Pergamon Interlink data service is "doing for science what Reuters is doing for money."

Naturally

Card in a North London shop window: "For sale, sun bed and lamp. Barely used."

Observer

Quality in an age of change.



ble

THE OUTLOOK FOR THE DOLLAR

Prepare for a crash landing

By Anatole Kaletsky

A "CRASHLANDING" of the overvalued dollar, accompanied by a world financial upheaval, becomes more plausible daily. Ironically, the greatest cause for alarm is the recent strength of the dollar, which may still rebound even beyond the stratospheric levels set in February, despite the bearish background of falling U.S. interest rates, poor growth figures and signs of accelerating inflation.

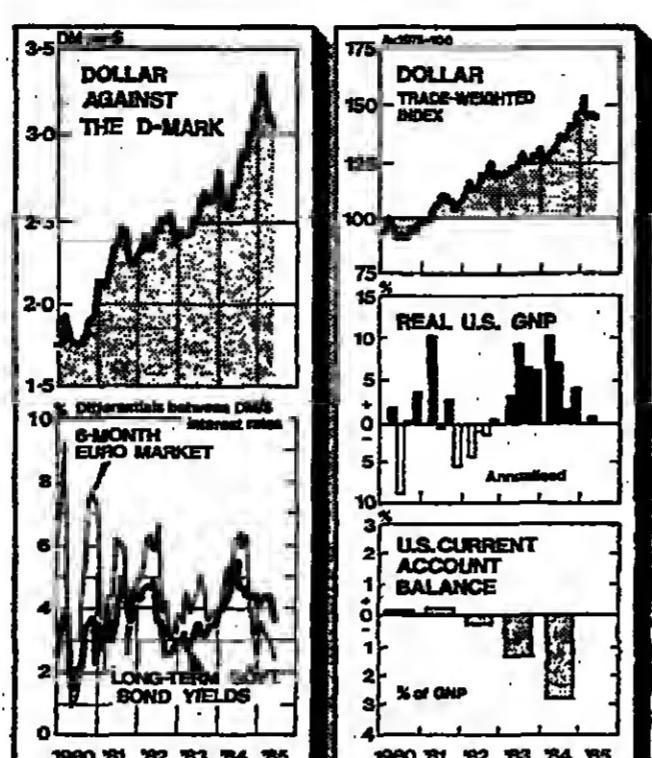
Today, such paradoxes are taken for granted by currency markets. The reason, as last week's OECD Economic Outlook amusingly put it, is that "expectations have become the decisive element in determining how far, how rapidly and with what degree of volatility the dollar will move."

Once expectations take over, currencies can lose touch completely with economic forces or shifts in government policies. If this is happening, governments and central banks may already be powerless—unless they are prepared to reimpose draconian direct controls on international capital movements to promote a gradual downward adjustment of the dollar, or to prevent a dollar collapse if and when expectations switch.

Many politicians and even investors shun off such warnings because they seem self-contradictory. The dangers of a resurgent dollar and a collapsing dollar do not cancel each other out. In reality, the world economy is quite likely to suffer from both over the next few years. For worldwide financial deregulation has turned currencies into assets just like shares or gold, and there is no more room for hope for stability or consistency from exchange rates than from the price of gold.

The price which is set by a free market in assets can behave very differently from the market price of ordinary goods. Consider the effects of a rising dollar. In the days before currency became assets and the dollar was simply a token for buying American goods, a rise in the dollar would make American goods more expensive and foreigners would stop buying them. Demand for the dollar would drop, and push the exchange rate back down to its original level.

Today, the effect of a rising dollar can be quite different.



Leighone Morris

moved against the dollar (see chart) and today's gap of 2.5 percentage points between dollar and D-mark deposits is 0.5 percentage points smaller than it was in 1983 and 1984. Comparisons of bond yields tell a similar story. Yet the dollar today is 30 per cent higher than it was in early 1983.

Other economic arguments have been used to explain the parts of the dollar's performance which interest rates could not reach. Most of these could be summed up under two headings: rapid inflationary growth in the high after-tax yields. Like interest rates, these arguments seemed plausible enough a year or two ago, when the dollar was 20 per cent or more below its current level, but today they look less persuasive.

U.S. growth rates have dropped precipitously since the middle of last year and inflation is showing signs of edging upwards.

Profits and business investment did rebound impressively in 1983 and 1984 from their

recession lows, largely as a result of the 1981 tax cuts which ended up favouring business investment far more than anybody had expected. This tax bias is now to be reversed if President Reagan gets his way.

But even without tax reform, corporate profits have fallen by 11 per cent in real terms since their peak last year.

It seems, therefore, that most of the economic fundamentals have turned against the dollar by now. If the dollar remains elsewhere near its current levels or returns to its upward trend, which is the short term seems quite likely, economists will doubtless discover new explanations for the behaviour of exchange rates. But it may be more realistic simply to give up the search for economic reasons and concentrate instead on market psychology and speculative forces.

At first sight, speculation may not seem a promising approach to the dollar puzzle. After all, most currency speculators have been gambling against the

dollar since 1982; and virtually every survey of market opinion for four years has revealed a widespread expectation that the dollar would fall. But speculation can consist not only of acting against economic fundamentals, but also of failing to act as economic fundamentals would suggest. This behaviour can be described as "passive speculation," or what foreign exchange dealers call, less pretentiously, "burnt fingers."

About half the answer last year came from \$50bn in long-term investment by Japanese institutions and a further \$21bn of U.S. capital inflows due to direct investment in the U.S. That still left \$35bn in banking and other short-term inflows. Much of this flow can probably be described as passive speculation, or what foreign exchange dealers call, less pretentiously, "burnt fingers."

If these burnt fingers have been a major source of the dollar's strength today, the answer for the future could be alarming. With the U.S. current account deficit set to grow by another \$40bn or so between 1985 and 1986, the U.S. will need \$70-80bn of capital inflows, on top of direct investment and long-term inflows from Japan.

If you are a fund manager for a Saudi Prince and you change dollars into yen, you suffer a currency loss when the dollar rises, but if you keep your money in dollars and yen rises, you merely miss out on currency profits.

As the dollar has risen ever higher, those brave souls who tried active currency management have repeatedly burnt their fingers. This may have demonstrated that the underlying forces behind the dollar's rise were much stronger than anyone had anticipated; but it has also created potent irrational forces — paradoxically, staying in dollars has come to appear increasingly risk averse, the higher the dollar has risen and the more the dangers of an ultimate collapse have grown.

This is a positive speculation. There is evidence of this phenomenon in the statistics on U.S. capital flows. Gross inflows of foreign capital into the U.S. have remained roughly stable between \$75bn and \$85bn a year since 1981. Meanwhile, U.S. bank lending fell from \$11bn in 1982 to \$7bn in 1984, and this shift in overseas accounted for America's overall net capital inflow. Like the all-flow of funds analysis, attributing the U.S. capital inflow to the banks raises a chicken and egg problem.

Instead of wondering why U.S. banks stopped lending

abroad, it can be asked why foreigners went on depositing around \$90bn each year in U.S. securities instead of changing their excess dollars into other currencies?

About half the answer last year came from \$50bn in long-term investment by Japanese institutions and a further \$21bn of U.S. capital inflows due to direct investment in the U.S. That still left \$35bn in banking and other short-term inflows. Much of this flow can probably be described as passive speculation, or what foreign exchange dealers call, less pretentiously, "burnt fingers."

If these burnt fingers have been a major source of the dollar's strength today, the answer for the future could be alarming. With the U.S. current account deficit set to grow by another \$40bn or so between 1985 and 1986, the U.S. will need \$70-80bn of capital inflows, on top of direct investment and long-term inflows from Japan.

As long as the dollar remains on a rising trend, this need be no problem. Much of the increase in the current account deficit will flow directly to the passive speculators who will automatically reinvest it in dollars and America's capacity to borrow from foreigners will remain unimpaired.

But once the dollar's trend turns downwards, extrapolative expectations will go into reverse. Even the long-term Japanese investors may not prove indifferent to short-term currency losses: the passive speculators in the treasuries of industrial corporations and non-Japanese investment funds will soon begin to question the risk-aversion of hanging on to their dollars.

Economic fundamentals will then come back into play, and if the turn does not come soon, investors will see that U.S. routes are the invention of a bogus "tied" status, and the development of a standard commissions scale which might satisfy the Government's doubts about independence of judgment.

But there is another route, which is simply to extend disclosure right across the industry. The new Marketing of Investments Board could insist that all clients were told how much of their premiums was going into life cover and investments, and how much was swallowed up by commissions, front-end loading and annual charges.

Lombard

Life assurance on the hook

By Barry Riley

Unit trusts have been doing this for years.

The industry fears that business would slump if clients realised how little of their first year's premiums went into ultimate investments. So, for a time, it might. But there would also be a more positive effect. The industry would have a powerful incentive to develop more economical marketing methods.

Ask an insurance man why commissions on life or pensions business are allowed to be so high, and he will tell you that it is because for every contract concluded the salesman has drawn an expensive blank on the other calls. The successful deal has to pay for the unsuccessful ones.

But by any token this is a highly inefficient marketing process. Given that personal pensioners are going to require increasing expertise on the part of the salesman, the system threatens to become even more wasteful in its misuse of skilled manpower.

There is now an opportunity for the new regulatory body, the Marketing of Investments Board, to enforce much greater disclosure with two particular objectives in mind. One is to open the way for the introduction of the mass retailing of standardised products at low charges, perhaps through chain stores. The other is to encourage the growth of a new category of independent adviser who will give unbiased advice for an honest fee paid by the client (the public would have to get used to the fact that good advice cannot be cheap).

At present, such advisers are handicapped by the willingness of a willing public to swallow the line of argument from a broker or a tied agent comes free. Unfortunately the MIB as it stands is packed with representatives of traditional brokers and direct selling life offices who are much more likely to spend their time squabbling among themselves than in opening the way for entirely new marketing techniques.

In the coming months the life industry will wriggle desperately to be let off the disclosure hook. It must not be allowed to succeed.

Action this day

From the Managing Director, Ropponen.

Sir.—Why is it a surprise, a delightful but rare surprise, to find a company which makes the decision to install equipment just two days after analysis indicates a saving of £1,000 per month? Usually it takes 12 to 24 months. Assuming that the management agreed the savings estimates, is it not incomprehensible to delay implementing such proposals? The reasons for delay tend to be financial: "we are not allowed to spend capital" (for a 7 week payback), "we have used our allocation of capital" (where a net positive cash flow was offered for the first months and then the full havings accrued once the capital had been paid for from surplus savings), "we must look carefully at alternatives" (which takes so long that the lost savings exceed the cost of the equipment) . . . etc. Although I know our equipment is particularly good value I suppose that perhaps we were had at selling it. I hear that many are finding British industry is losing its spend capital because it has that name (even when the cost is less than the corresponding saved revenue).

The boiler man can pick up the internal phone and spend £5,000 on coal. The engineer may analyse and struggle to reduce the expenditure on coal by £5,000 but because the accountants classify one pocket of green notes as different from the other, he may not spend anything to achieve the results. No wonder engineers are demoralised and city slickers (and in their pay packets) are irritated that I am not alone in believing that the unemployment is largely caused by the accountants.

Were it not for the reluctance of directors to accept even positive cash flow offers, ergo, unemployment would still be high. If ideas from 1,000 small companies like ours had been implemented some while ago, a major group would not even have had to have a rights issue. Perhaps our Chambers of Commerce should start a club requiring membership to those who act on good ideas within the week.

(Sgt) Savile Burdett,
SS: Peck Avenue,
Solihull, W. Midlands.

Demonstrations in Iran

From Mr M. Khonsari
Sir.—In her article (May 15) regarding the peaceful demonstrations that were held in the day before at the request of Dr Shapour Bakhtiar, Leader of the National Move-

Letters to the Editor

ment of Iranian Resistance (NAMIR), Kathleen Evans made a serious error. She reported that the "People's Mojahedin Organisation" had telephoned "all major companies" in Iran, asking them to alert people to Mr Bakhtiar's request.

Quite apart from the fact that a small band of leftist dissidents do not constitute "the main opposition" to Khomeini, it would be highly unlikely that the Mojahedin would act in support of any initiative that is undertaken by Dr Bakhtiar or NAMIR.

In fact, it was NAMIR that sent more than 3,000 telexes as part of a major campaign involving a number of other significant steps which ensured the success of the demonstrations and alerted the outside world to the fact that Iranians are sick and tired of Khomeini and would accept the leadership of Shapour Bakhtiar.

Mehrdad Khonsari,
For the Executive Council,
NAMIR-NK,
P.O. Box 313,
London, W2

Court of Human Rights

From the Director, British Institute of Human Rights

Sir.—Your leader "U.K. and the Court of Human Rights" on May 30 deals substantially and very well with the immigration question following the decision of the European Court of Human Rights that the U.K. was in breach of the European convention of human rights in not allowing three foreign husbands to join their wives living in the U.K.

It is not quite correct, however, to say that the number of cases reaching the court from different countries depends on whether its citizens have direct access to the court. Only the Commission, or the Government concerned, can refer a case to the court. What your leader writer had, no doubt, in mind was direct access to the Commission, without which a case cannot come before the court.

About 90 per cent of such individual cases are declared inadmissible by the Commission and even admitted cases may never reach the court as they may be settled before the Commission or decided before the court. About 90 per cent of such individual cases are declared inadmissible by the Commission and even admitted cases may never reach the court as they may be settled before the Commission or decided before the court.

Here the Mowlam/GEC joint venture is designing, constructing and commissioning some 8 miles and £58m of very sophisticated passenger railway, in little more than two years. None of it is passing through the undisturbed underground enjoyed by our ancestors; it is all on the busy surface. Some

as the U.K., alone of the member states, has neither a written constitution nor effective Bill of Rights. Another important reason is the great activity, not seen in other member states, of specialist non-governmental organisations in sponsoring individual cases.

I hold records of all admitted individual cases and in particular have just completed a report on all cases against the U.K. resulting in various forms of positive action being taken by EHC. It is interesting to note that such action has taken place in all cases where the court or Committee of Ministers has found a violation by the U.K., or where the Commission has approved a settlement on behalf of the parties at an earlier stage.

A. B. McNulty
17 Russell Square, WC1

People are the problem

From Mr J. T. Cope

Sir.—One reason why it takes longer to rebuild London (Anatole Kaletsky, May 17) than it took to build entire stations is that the re-builders have passengers to contend with.

Much of the heavy work can be done only at the few short hours at night when the station is closed to the public. This explains the apparent lack of activity at times. The only practical alternative—closing the station completely—is unlikely to appeal to passengers.

J. T. Cope,
Operations Director,
London Underground.

Underground movement

From Mr N. Hopkins

Sir.—Before Anatole Kaletsky becomes too depressed with his comparison of Victorian construction engineering with that of today (Lombard, May 17) I wonder if I may draw his attention to the current Docklands Railway Contract?

Here the Mowlam/GEC joint venture is designing, constructing and commissioning some 8 miles and £58m of very sophisticated passenger railway, in little more than two years. None of it is passing through the undisturbed underground enjoyed by our ancestors; it is all on the busy surface. Some

follows "old" railway viaducts while the rest uses new ground-level and elevated structures, including the splicing of the Millwall Docks in the Isle of Dogs.

The fact that Mowlam was responsible for constructing much of London's original "tube" may be deemed to give us a bit of a start. More probable is the fact that the "turnkey" form of contract gives GEC and ourselves total responsibility for delivering the system. Even so, a work rate of £2m or more a month should give Anatole Kaletsky something to cheer about.

N. Hopkins,
John Mowlam and Co.
Westgate House
Ealing Road, Brentford

Airports and passengers

From the Chairman, CAA Group

Sir.—The squabble between British Airports Authority and British Airways illustrates again the low priority that is given to the requirements of passengers. The passengers continue to suffer the discomfort of overcrowded facilities and pay the bills for this waste of money.

Since the design and building of Terminal 4 there must have been sufficient time to decide how to use the building. If British Airways does not wish to move, let the other airlines do so, who will I am sure appreciate the new facilities and make good use of them in the interest of their passengers.

Eric V. Cope,
Cribtree Road, Thorpe, Egham, Surrey.

Violence on TV

From Mr M. Tidmarsh

Sir.—Christopher Dunkley in "Brutality and Compassion" (June 1) writes that he is aware of no evidence to show that even the disgusting quantities of violence in today's fiction ("TV") series... has any effect on our reactions when it comes to the real thing.

Earlier he comments that only a recuse would fail to know from experience that men and women all over Britain break down and cry at the scenes from Hayek Stadium.

Perhaps he would explain the conditions under which experience may be counted as evidence? In my event were his second (quoted) comment true what bearing do the responses of compassionate TV viewers have on the actions of those, presumably other, viewers who engage in violence?

M. Tidmarsh,
The Old Court,
Greens Norton,
Near Tewkesbury, Northants.



THE BUSINESSMAN'S TRAVEL KIT.

Get more out of your next business trip. Take "The Kit" the American Express Card and your Iberia ticket.

And while you are looking after your business, why not let the American Express Card look after you?

The Card makes it so simple to pay for your airline tickets, car rental, hotel and entertainment as you go.

What's more, you'll find there's schedules and connections are often more convenient. That's because Spain's position on the map makes it the natural link between Europe and Africa, the Middle East and, of course,

the Americas.

And while you are looking after your business, why not let the American Express Card look after you?

The Card makes it so simple to pay for your airline tickets, car rental, hotel and entertainment as you go.

It's comforting, too, to know that there are over 1,000 American Express Travel Service and Representative Offices

around the world, waiting to help you with reservations and emergency cash. They can even replace your card if it's lost or stolen, usually within 24 hours.

So on your next business trip, don't forget your Travel Kit. Ask your secretary to call Iberia or your travel agent. And take the American Express Card. Don't leave home without it.



FINANCIAL TIMES

Thursday June 6 1985

A. EPSTEIN INTERNATIONAL
LONDON CHICAGO LOS ANGELES NEW YORK PARIS
ARCHITECTURE, ENGINEERING, CONSTRUCTION
TEL. 01-379 6579 TELEX 895361

Diana Smith on Portugal's efforts to salvage stability from political confusion

Lisbon's split stuns partners

PORUGAL'S President Antonio Ramalho Eanes and Sr Mario Soares, the beleaguered Socialist Premier, were meeting last night in an attempt to salvage some stability from the confusion generated by the peremptory decision of the minority Social Democratic Party (PSD) to abandon the two-year-old centre-left coalition on June 13.

The country will thus become the first EEC member whose Government collapses with a week's notice, 24 hours after the ceremonial signing of its treaty of accession.

This peculiarity has stunned future European partners, Nato allies whose foreign ministers hold their spring council meeting in Estoril this week, and international creditors who had timidly begun to believe stability was at last seeping into a nation with a \$15bn foreign debt (equivalent to more than 70 per cent of GDP) and whose byzantine politics have sometimes unnerved sophisticated financiers.

Bearing in mind that accession treaties must both be signed by a representative government and ratified by the Portuguese parliament, President Eanes and Sr Soares face a daunting challenge. Sr Soares wants to be the next president, but

first, like the head of state, he yearns to avert upheaval on the eve of Portugal's transition from generations of isolation into acceptance into the European Community.

The PSD's bid to end the coalition in the view of Sr António Cavao Silva, its new leader, is a move to wipe its slate clean, rally round a conservative presidential candidate, Professor Diogo Freitas do Amaral, and march to victory on the slogan of drastic financial, industrial and agricultural reforms.

Constitutionally, President Eanes faced three options last night.

He could invite Sr Soares to steer a minority caretaker government up to the presidential election. With 36.7 per cent of parliamentary seats in 1983, Sr Soares would have to try an exhausting juggling act which, it is clear, the centrist PSD and Sr Cavao Silva, would do all they could to block.

Sr Cavao Silva has left no doubt since the announcement of the PSD's pull-out that he believes he is on a winning streak. Should the President and Sr Soares try the minority government option, the PSD would be likely to move in for the kill, forcing a motion of confidence which Sr Soares could only win if he wooed communist support – ana-

them to him and unlikely from the communists' point of view.

The second option is appointment of a presidential government – an experiment President Eanes tried three times in 1978-79 without success after Sr Soares's shaky coalition of Prof Freitas do Amaral, then head of the Christian Democrats, fell through.

There are signs that the PSD and Prof Freitas do Amaral would relish this option – a stop-gap administration appointed by a lame-duck head of state would be boycotted by parliament. Its difficult survival would have the double effect of discrediting presidential administrations and ending President Eanes's own long-range political ambitions, which are still not entirely clear but which require, in principle, that he and his mandate in a position of strength.

Third, President Eanes could choose to dismiss parliament and call a snap general election before the autumn. In theory, that may clarify the parties' standing in the election – electorally weary voters, in practice, recent polls illustrate that the voters are so tired of party political antics (particularly those of the PSD, which has changed leaders

nine times in 11 years) that parties across the spectrum have all-time low ratings.

Whatever the outcome, Portugal seems doomed to political uncertainty until presidential elections determine where the voters want to go sharp right behind the Christian Democrat Prof Freitas do Amaral, who fretted at being number two in several governments; or on with the Democratic Socialist Sr Mario Soares, who set Portugal on a course for Europe eight years ago. Now, thanks to the PSD's insistence on dismembering the Government, Sr Soares faces ceremonies next week in the cloisters of the Jeronimos monastery in Lisbon that will have a hollow ring instead of a note of well-deserved jubilation.

Vested interest groups such as the communists and the farmers' confederation have already protested that a lame-duck government is unequalled to sign EEC treaties, but preparations for the ceremonies continue.

Portugal's moment of showing Europe it is ripe for full partnership is now clouded by a deep-seated trait in the Portuguese political ethos: the urge for a showdown however inapt the timing, however grave the consequences.

India threatens to make N-bomb

By John Elliott in New Delhi

A CLEAR warning that India may decide to develop nuclear weapons if it obtains positive proof that Pakistan has a similar weapon has been issued by Mr Rajiv Gandhi, the Indian Prime Minister, in advance of his visit next week to the USA.

Mr Gandhi wants the U.S. to halt the Pakistan programme. Speaking before he left on his foreign tour yesterday, Mr Gandhi made his most outspoken comments yet about India's attitude.

We would really have to rethink all our policies," he said. "We would have to reconsider our own opinions."

India would have to consider how we can counter a nuclear weapon right across our border," he said. "We are not developing a nuclear weapon programme at the moment and would not like to do so."

The use of the phrase "at the moment" is intended as a direct warning that if Mr Gandhi does not receive enough assurances from the U.S., India would consider reactivating its nuclear weapons programme which Mr Gandhi said was stopped after a test explosion in 1974.

"We exploded an experimental device in 1974 and we have not carried out any more work on that line at all. We have not exploded any more devices. We have not stockpiled. We do not have nuclear weapons," he said.

Following similar warnings by Mr Gandhi earlier this week, it is clear that he intends to make Pakistan's nuclear weapon capability a central issue in the U.S. He will also raise it in Paris because France has aided Pakistan.

He said there was a "lot the U.S. could do" because it had allowed Pakistan to be exempted from the Non-Proliferation Treaty – under which foreign aid is withdrawn from countries suspected of taking part in nuclear projects – and had also taken a soft line over export of nuclear triggering devices.

Since 1974, India has been developing a nuclear power programme and has made considerable progress developing its own technology. It has five reactors totalling about 1,000MW in operation and another five are planned to bring the total to about 2,000MW by 1990.

The main problem will be to reconcile France's position in favour of a European space defence project with that of the other allies, but it was clear last night that both Washington and Paris were in a mood to compromise.

The main objective in the communiqué will be to stress alliance unity over and above disagreements about specific issues, so as not to give the Soviet Union the impression that it can drive a wedge between the U.S. and its allies.

Editorial comment, Page 24

THE LEX COLUMN

Scrambled eggs in the City

The Stock Exchange's failure to agree on constitutional reform may be less than a disaster for the new City, since in some ways it will be possible for the Exchange itself to go on as if nothing unoward had happened.

For a slowdown to be so predictable might have been a little disconcerting, were it not for the nicely of timing by which Abbey published its prospectus in the same week as the Government's paper on pension sets out the next big growth opportunity for the life companies, so increasing the valuation of the entire life sector.

As it is, not even the large size of the issue (which establishes a new private sector record of £24m) should hinder the shares from going to a substantial premium. Like privatisation issues, which have been built with a view to keeping the market sweet for their successors, Abbey is being floated off at a level which should keep ITT in reasonable odour with underwriters – despite the post-right's reservations of its former subsidiary STC. Assuming that Abbey produces the forecast 1985 surplus of 11.4p per share the multiple of 13.3 times leaves enough to keep the aftermarket bubbling on yield alone. Abbey could be expected to sit more naturally at about 20p than the 18p offer price.

Burton/Debenhams

Burton's offer document does not in itself give Debenhams shareholders a great deal more to chew on – although the soft-focus pencil sketch of a remodelled store on the cover certainly gives a clue to the way Burton will be marketing the Galleria concept to institutions as shop elsewhere – unless the Foundation decides to raise some cash for itself.

Welcome

The Wellcome Foundation may have blazed a little yesterday in the first full glare of City interest, but it produced a profit performance for the six months to February that compares favourably with the public pharmaceuticals companies it will join next year. On this basis, the notional market capitalisation of £15m dreamed up on the backs of envelopes is looking much less fanciful.

Admittedly, a good third of the profit increase occurred through favourable exchange rates. It is hard to think of a company better equipped to benefit from a strong dollar and weak sterling or suffer from the reverse. But it is Wellcome's very exposure to the unregulated U.S. market – accounting for 50 per cent of sales – that makes it so attractive and should provide U.S. investor interest even in the mere 20 per cent on offer.

Welcome's present holders may eventually decide that they can find

Greek PM calls for better U.S. relations

By Andriana Ierodiaconou in Athens

MR ANDREAS Papandreu, Greece's Socialist Prime Minister, made a strong pitch for warmer Greek-U.S. relations as he began a second four-year term in office yesterday. He did not, however, renounce the goal of ending the five-year agreement governing the operation of the U.S. military bases in Greece when it rolls over at the end of 1988.

Dr Papandreu called on Washington to recognise clearly the problems Greece faces mainly in terms of its troubled relations with Nato neighbour Turkey. Athens would, for its part, take pains to explain carefully that whatever provisions taken had to do with Greece and were not intended to be offensive or inimical to the U.S.

The Prime Minister, who won a sweeping victory with a 5 per cent lead over the Conservative opposition in last Sunday's general elections, said his Government remained committed to creating a nuclear-free zone in the Balkans involving the removal of U.S. nuclear weapons deployed in Greece in the early 1960s.

Mr Papandreu said there was no change in Greece's policy towards Nato.

The one definite foreign policy shift indicated by Mr Papandreu is a clear cut commitment to stay in the EEC.

The Prime Minister said that Greece looked forward to operating in a "Mediterranean front" with Spain and Portugal.

Papandreu keeps key party.

Page 3

Europe urges U.S. not to breach treaty when Salt II ends

BY ROBERT MAUTHNER, DIPLOMATIC CORRESPONDENT, IN LISBON

THE EUROPEAN members of Nato will press the U.S. not to breach the Salt II Strategic Arms Limitation Treaty after its technical expiry at the end of this year, at a two-day meeting of the alliance's ministerial council which begins here today.

Although the 1970 treaty has not been ratified by the U.S. Senate, both Washington and Moscow have agreed to abide by its terms. As far as the European members of Nato are concerned Salt II is an essential pillar of the arms control structure.

European concern about the lobbying by hardliners in the U.S. Administration in favour of the abandonment of Salt II on the alleged grounds that the Soviet Union has already violated the treaty was one of the topics discussed over lunch yesterday by Mr George Shultz, the U.S. Secretary of State, and Sir Geoffrey Howe, the British Foreign Secretary.

The proposal which the U.S. President is understood to be considering, is that a Poseidon nuclear submarine would be put into dry dock for an indefinite period, when a new 24-missile Trident submarine, the U.S. Alaska, starts sea trials after

the proposal which the U.S. President has conveyed to Mr Shultz.

Sir Geoffrey is understood to think that nothing should be done to allow the East-West disarmament process to be undermined, and to

the summer. This would prevent the U.S. from exceeding the 1,200 Salt II limit on multiple warhead missiles.

Washington's priority at today's ministerial meeting will be to obtain a firm statement of support from its Nato allies for President Reagan's Strategic Defence Initiative (SDI) – the star wars project.

However, given the reservations about the project of some of the allies, such as France and Denmark, Mr Shultz cannot realistically expect as strong a commitment in the final communiqué as he would like.

The main problem will be to reconcile France's position in favour of a European space defence project with that of the other allies, but it was clear last night that both Washington and Paris were in a mood to compromise.

The main objective in the communiqué will be to stress alliance unity over and above disagreements about specific issues, so as not to give the Soviet Union the impression that it can drive a wedge between the U.S. and its allies.

Editorial comment, Page 24

Bonn impatient on Paris delay of European fighter project

BY DAVID MARSH IN PARIS

WEST GERMANY has joined Britain in expressing irritation over French intransigence which is claimed to be holding up agreement on the five-nation European fighter aircraft (EFA).

Remarks at this week's Paris air show by Herr Manfred Wörner, the German Defence Minister, have brought to the surface the threat that Bonn could opt for co-operation with the U.S. as an alternative to the EFA.

Herr Wörner has already ruled out existing British and French designs as the basis for the EFA.

Officials from Messerschmitt-Bölkow-Blohm (MBB), the Munich-based aerospace group, say that reluctance by Dassault-Breguet, the French manufacturer of Mirage jets, is one of the root causes of discord over the plan to build 1,000 fighters for the 1990s.

MBB, which has been carrying out design work for seven years with McDonnell Douglas of the U.S., has come up with its own concept of a delta-winged highly manoeuvrable fighter for air-to-air missions which it believes would fit the German Luftwaffe's requirements for the next decade.

Complementary design studies have also been carried out over the last four years with Nordop of the U.S. by the other main German aerospace group, Dornier.

McDonnell Douglas regards the MBB-led design as the basis for a possible German-U.S. aircraft. This would be the Federal Republic's most likely fallback for a new fighter should the five-nation break down this summer.

The White Paper's proposals won support from many Tory MPs who had previously been critical of the Government's approach to airport policy. There were only a small number of vocal Tory opponents, mainly representing constituencies near Stansted.

Messerschmitt and Dornier, like British Aerospace, are seeking 25 per cent industrial participation in EFA – a position incompatible with seven U.S. aerospace groups, and incorporating significant stealth features to be in the air well before any European aircraft containing equivalent technology.

Aerialia, the Italian aerospace company, would be the junior partner together with Casse of Spain in the five-nation EFA consortium. Aerialia officials at the show said that if the five-nation talks failed, a satisfactory fallback would be to build a fighter jointly with Britain and Germany profiting from the closeness of the three countries' military requirements for an air superiority fighter.

This view was broadly shared by the City of London last night. Rough estimates put the stock market value of the BAA at about £500m to £600m.

He said that the support for the main resolution allowing outsiders into the exchange "shows the good sense and keen understanding of the members. They know that the future health of the national market in securities depends on making changes which will retain the bulk of securities business in this country within our competitive stock market."

UK to develop Stansted as a London airport

Continued from Page 1

tary, suggested that the cost of the first phase of the development would be about £270m (£336m). The airport would have to earn a full commercial rate of return on the investment without government subsidy.

The White Paper's proposals won support from many Tory MPs who had previously been critical of the Government's approach to airport policy. There were only a small number of vocal Tory opponents, mainly representing constituencies near Stansted.

The BAA was also delighted that the authority would come to the stock market as a single entity. It has campaigned hard against suggestions of a break-up. Sir Norman said it made an early and successful flotation possible.

This view was broadly shared by the City of London last night. Rough estimates put the stock market value of the BAA at about £500m to £600m.

"Meanwhile the way is open for the council to alter the rules to permit the necessary commercial changes in our market and this, with the very encouraging support of the members, we will do."

He said that the support for the main resolution allowing outsiders into the exchange "shows the good sense and keen understanding of the members. They know that the future health of the national market in securities depends on making changes which will retain the bulk of securities business in this country within our competitive stock market."

NEW ISSUES June 5, 1985

Fannie Mae

\$750,000,000

9.50% Debentures

Dated June 10, 1985

Series SM-1989-J

Non-Callable

Cusip No. 313586 SV 2

Price 100%

\$750,000,000

10.125% Debentures

Dated June 10, 1985

Series SM-1992-D

Non-Callable

Cusip No. 313586 SW 0

Price 100%

The debentures are the obligations of the Federal National Mortgage Association, a corporation organized and existing under the laws of the United States, and are issued under the authority contained in Section 304(b) of the Federal National Mortgage Association Charter Act (12 U.S.C. 1716 et seq.).

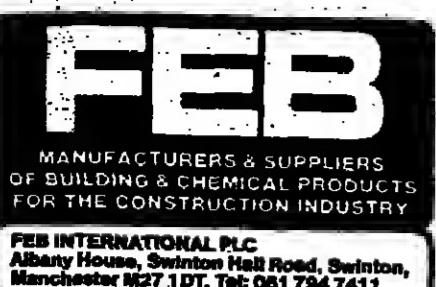
This offering is made by the Federal National Mortgage Association through its Senior Vice President-Finance and Treasurer with the assistance of a nationwide Selling Group of recognized dealers in securities.

Debentures will be available in Book-

SECTION II - COMPANIES & CAPITAL MARKETS

FINANCIAL TIMES

Thursday June 6 1985



FEB INTERNATIONAL PLC
Albany House, Swinton Hall Road, Swinton,
Manchester M27 1DT. Tel: 061 734 7411

Warner may face new bid battle

By Terry Byland in New York

WARNER Communications, the film and entertainment group, rose by \$1m to \$23m in New York yesterday as a serious dispute with Chris-Craft industries, its largest stockholder, seemed to put Warner on the takeover block once more.

Chris-Craft, which took a 24 per cent stake - later raised to 29 per cent - in the film company last year in a deal which effectively held off Mr Rupert Murdoch, the Australian newspaper and TV magnate, said in an SEC filing that it had ended discussions with a Warner management group regarding a proposed buyout and was considering making a tender offer for Warner, either alone or with others.

The move follows hints of a serious rift between Chris-Craft, headed by Mr H. J. Siegel, and Warner board members led by the chairman, Mr Steve Ross, who has sought to make the company private through a buyout.

Warner turned in an increased loss of \$586.1m last year, despite disposal of the loss-plagued Atari computer unit, and has been selling assets.

BankAmerica credit rating cut by S & P

By William Hall in New York

STANDARD & POORS, the U.S. credit rating agency, yesterday lowered BankAmerica's commercial paper ratings following the bank's admission that it would probably only break even in the current quarter.

S & P, which had already cut the group's long-term debt ratings in March, yesterday lowered its rating on BankAmerica's paper from A-1 plus to A-1. This will increase its cost of borrowing and, more seriously, again highlight the concern of the investment community about the bank's performance.

Some Wall Street analysts now wonder whether BankAmerica will cut its dividends, which had been held unchanged at 32 cents a quarter for several years.

On Wall Street the bank's shares continued to fall in heavy trading yesterday. By lunchtime they were standing at \$1.96 - down 25 cents. Several analysts have downgraded their 1985 earnings estimates for the company to between \$1.80 and \$2 for the full year compared with \$1.77 in 1984.

Transco to buy Exchange Oil

By Our Financial Staff

TRANSCO ENERGY, the U.S. gas pipeline and energy exploration group, is increasing its proven reserves sharply with an agreement in principle to acquire Exchange Oil & Gas from Georgia-Pacific, the forest products group, for about \$180m.

Transco, based in Houston, said the deal represented an opportunity to acquire significant proven onshore reserves of more than 100bn cu ft of gas equivalent, as well as other assets including working capital and undeveloped oil and gas properties.

EUROBONDS

Iceland wins support with high margin

By MAGGIE URRY IN LONDON

INVESTORS in floating-rate notes are demonstrating a clear preference for higher interest margins. Despite a generally dull market for floaters, Iceland met a good response yesterday for a \$120m issue which pays interest at 1% per cent over six-month London interbank offered rate (LIBOR).

The issue, which has a 15-year life with put options in years 10 and 12, was increased from \$100m and still traded comfortably inside the 25 basis point front-end fees. Japanese investors, in particular, are showing resistance to the decline in margins which has been occurring in the floater market.

The issue for Credit Lyonnais launched on Monday was also increased yesterday from \$250m to \$300m and was trading well inside its fees too.

The fixed-rate Eurodollar bond market was lacking new issues once more as the surge in the New York market continued making it more attractive for borrowers to launch issues there. Although Eurodollar bonds gained 1/4 to 1/2 point

How the Scandinavian airline plans to double profits

Flattening the SAS management pyramid

BY DAVID BROWN IN STOCKHOLM

SAS, the Scandinavian airline, after successfully engineering one of the most remarkable turnarounds in the history of the industry, is now trying to pull yet another rabbit out of its hat.

Faced with a major Skr 25bn (\$3.01bn) fleet replacement programme, the group is seeking to double its profits before extraordinary items immediately from the Skr 72bn achieved last year, to implement a far-reaching and potentially controversial organisational change and to improve cost-efficiency by 25 per cent over the next five years.

It seemed well on its way towards the first goal until several recent setbacks. For the first six months to March, group profits after financial items declined more than the SAS Service Partner subsidiary returned to profit and all signs pointed to an Skr 1bn loss year.

Then came the double shocks of large Danish and Swedish strikes which shut down the vital Copenhagen and Stockholm airports, and cost the airline an estimated Skr 350m in the second half.

Mr Jan Carlzon, the group's president, now predicts its full-year result will only be "on level" with the 1983-84 figure - although independent analysts are slightly more optimistic.

Earnings improve strongly at CGE

BY DAVID MARSH IN PARIS

COMPAGNIE Générale d'Électricité, the French nationalised engineering and electronics conglomerate, boosted consolidated group net profits last year to Fr 707m (\$85.5m), 25 per cent up on its revised earnings of Fr 630m in 1983.

The share of the profit accruing directly to the CGE group was Fr 390m, a rise of 56 per cent from 1983.

Total turnover rose to Fr 74.1bn from Fr 62.5bn, of which Fr 62.1bn represented companies controlled by CGE and Fr 12bn "affiliated" companies. This includes notably Thomson Telecommunications but to take over full ownership next month. Accounting responsibility for the Thomson-Telecommunications interests - the company lost Fr 47m last year - will be taken over by CGE only in its 1985 results.

Total group orders last year rose to Fr 74.7bn from Fr 62.2bn. Industrial investment rose to Fr 29.6bn from Fr 24.4bn, while research and development spending went up to Fr 4.3bn from Fr 2.75bn. 1983 net earnings were restated to Fr 630m from Fr 620m to take account of new rules on consolidated accounts.

Fermenta profits leap to Skr 92m in four months

BY KEVIN DONE, NORDIC CORRESPONDENT, IN STOCKHOLM

FERMENTA, the Swedish fine chemicals and biotechnology group, increased its profits to Skr 92m (\$10.4m) in the first four months of the year compared with Skr 18m in the corresponding period last year and Skr 62m in the whole of 1984.

The group yesterday forecast profits for the whole of 1985 of Skr 270m-Skr 280m (before extraordinary income). Group turnover quadrupled from Skr 448m in the first four months from Skr 108m a year earlier.

New acquisitions completed since April last year accounted for some Skr 297m of the increased turnover and Skr 57m of the profit increase.

The group also announced yesterday that it had completed the sale of an important part of the recently acquired Italian chemicals and

It was Mr Carlzon who pushed through a restructuring scheme that took the airline from losses of Skr 85m in 1980-81 to profits of Skr 202m, Skr 583m and Skr 722m in the three consecutive years.

The scheme involved cutting unprofitable routes, decentralising the organisation, introducing a special business class service for full-fare paying passengers and improving both customer service and the quality of customer service.

As a result the group boosted its passenger traffic some 25 per cent during the period in an otherwise stagnating market, improved its market share of full-fare paying passengers and increased its average load factor from 89 to 94 per cent.

Moreover, the group began to offer a "total travel package," including hotel accommodation and ground transport, although it is nearly 90 per cent of the group's earnings and almost 80 per cent of its turnover.

Today, its immediate problem is how to cope with the high costs of operating out of the Nordic area - 20 per cent above the average in the 20-member Association of European Airlines - and to generate the reserves required to finance the replacement of its entire fleet of 80 DC 9s starting in the late 1980s.

"The capacity expansion is on the low side relative to the traffic growth we are experiencing both on the European side and on the domestic Swedish and Norwegian markets," says Mr Nils Molander, the finance director.

A Skr 3bn annual investment over 10 years requires income after financial items of between Skr 1.3bn and Skr 1.5bn, and "we have to cut our cloth according to profit levels if profits aren't good enough we can't go on investing."

In Europe, which makes up 80 per cent of total air traffic revenue, the group hopes over the next five years to introduce a more flexible pricing system to improve load factors from already relatively high levels and spread demand.

SAS currently has two fares on its European routes - economy and promotional Apex-type. But "this price instrument is fairly coarse today," says Mr Molander. "If we could have a wider spectrum of low fares which were directly linked to cabin factors on specific days, we could work the market much better."

SAS is developing a new information distribution system which is aimed at making it possible to fine-tune fares up to the final moments before flight time.

First, the airline must improve its hub and route structure in a continuing attempt to be "the preferred airline of frequent business travellers." Second, to take better control over its sales and information system and also to improve its cost efficiency by 25 per cent in five years.

SAS plans to introduce a more frequent shuttle-type flight service in the Scandinavian market, which makes up 19 per cent of total air traffic revenue, to make better use of its existing resources. The frequency strategy also applies to the more competitive intercontinental routes but is subject to more difficult negotiations.

In Europe, which makes up 80 per cent of total air traffic revenue, the group hopes over the next five years to introduce a more flexible pricing system to improve load factors from already relatively high levels and spread demand.

"Our goal is to be able to survive and expand in an environment of free competition," says Mr Carlzon. "We know - as Air France and British Airways know - that if the market was thrown open today we wouldn't stand much of a chance."

Mr Carlzon has set out three major objectives for the group in a new five-year plan announced last week.

First, the airline must improve its hub and route structure in a continuing attempt to be "the preferred airline of frequent business travellers." Second, to take better control over its sales and information system and also to improve its cost efficiency by 25 per cent in five years.

Continental terminals such as Schiphol which have the advantage of better transit and shopping facilities.

In the long-run the efficiency drive is perhaps the most potentially controversial part of Mr Carlzon's five-year plan. SAS has begun negotiations with its 38 unions in Norway, Denmark and Sweden in an attempt to introduce what, by European standards, is perhaps an unheard of degree of flexibility in job definition.

"The aim is to handle many more passengers with less input of capital and costs," says Mr Molander. "Our whole cost structure is geared up to peaks. Imagine what kind of efficiency you would have if all your check-in counters were staffed by administrators during the peak hours."

What this means in practice is that SAS hopes over the coming months to flatten out its management pyramid, eliminating several layers of middle-level administrators and increasing the number of front-line personnel.

An airline could not carry more passengers than its station and sales people, or stewards could handle, Mr Carlzon said. "If we could use our existing resources to extend our front-line, we could automatically increase our potential market without adding costs."

How realistic is this strategy?

"This is going to create a lot of problems for us," admits Mr Carlzon.

"We'll have conflicts, but we've got to work with our people to get them to see this is in our common interest."

SAS president
Mr Jan Carlzon

slightly over the year to SwFr 565m.

For the current year, Losinger expects no real change in market conditions. However, it does reckon on continued good earnings from the sale of its special building processes.

At the June 21 general meeting, shareholders will be asked to approve the issue of participation certificates (non-voting shares) of SwFr 100 nominal value up to the SwFr 40m level of existing share capital.

Wang stock made a delayed start in New York yesterday and later slipped by 3/4 to \$16. Other computer and high-technology stocks, which have recently absorbed poor trading news from elsewhere in the industry, including a warning on second-quarter profits from IBM, remained firm yesterday as Wall Street soared to new heights.

Wang is a leading producer of word processors, which represent about 40 per cent of revenues, and also produces small-to-medium computers.

Bankers Trust wins right to trade paper

By Our Financial Staff

ATTEMPTS by U.S. banks to become a force in the \$200bn U.S. commercial paper market received a boost when the Federal Reserve Board said the commercial paper operations of Bankers Trust, the big New York bank, were authorised under the Glass-Steagall Act, which regulates banks' activities.

The ruling appears to bring to an end a seven-year wrangle which started when the bank began dealing in commercial paper on behalf of its corporate customers in direct competition with Wall Street securities firms.

Commercial paper is a short-term unsecured promissory note issued by companies and sold to investors.

In June 1984 the U.S. Supreme Court ruled that Bankers Trust's commercial paper was a security under law, but it left to the Fed to decide whether the commercial paper activity represented the selling or underwriting of securities. The Act forbids banks from underwriting or dealing in securities.

This week the Fed said the bank's method of placing commercial paper did not constitute selling, underwriting or distributing securities under the law.

Pierrel's consumer products division has been sold to Vick International of the U.S., while the company's dental division has been sold to Astra, the Swedish pharmaceuticals group. The two operations accounted for 30 per cent of Pierrel's sales.

In Sweden Fermenta is still negotiating the takeover of KabiVitrum, the state-owned pharmaceuticals company, and a statement on this deal is expected on Friday at the group's annual meeting.

Fermenta is also planning to place up to 900 million shares in the London market. Details of the issue, which is being made to help finance the Pierrel takeover, are expected to be announced later this week.

Robot licence deal for Sulzer

By John Wicks in Zurich

SULZER Brothers, the Swiss engineering group, is to enter into a licence agreement with American Robot of Pittsburgh.

The move coincides with the creation of a new robot systems division by the Winterthur-based machine-building concern. Sulzer plans inter-disciplinary activities with a view to offering customers a complete range of services, from consulting to the delivery of turnkey automation systems.

The bonds traded well inside the 2 per cent total fees.

In the Swiss franc foreign bond market continues to have a firm underpin, though prices in the secondary market were little better yesterday.

In the D-Mark Eurobond market BHF Bank announced a DM 30m private placement for Reuters, the Norwegian engineering and defence business. The issue has an average life of 7½ years with final maturity in 1995. The coupon is 7% per cent and issue price 93½%.

Prices were steady in the secondary D-Mark Eurobond market although here too the strength of the New York market has encouraged traders.

In the Japanese domestic bond market Thailand has launched a Y10bn Samurai with a 7% per cent coupon and par issue price. The bonds mature in 1992. Nikko Securities arranged the deal.

Nomura Securities priced a Y1bn private placement for Tunisia - that country's first yen issue. The 10-year bonds have an average life of nine years. Coupon is 7.7 per cent and issue price par.

International bonds service,

Losinger result still depressed

By JOHN WICKS IN ZURICH

LOSINGER, Switzerland's leading construction company, again suffered from difficult conditions on the domestic and international building markets last year.

Net profit of the Berne-based parent company, one half of whose capital is held by Enserch Corporation in Dallas, were of a minimal SwFr 41.356 (\$31,780) after 1983 earnings of SwFr 90,761. This tiny profit compares, however, to a massive loss of SwFr 57.5m in 1982, when irregularities in U.S. opera-

tions forced a write-off of SwFr 62.2m.

The 1984 profits are to be carried over into this year's accounts, reducing the brought-over loss total to some SwFr 8.6m.

Losinger, which reports tougher competitions both in Switzerland and elsewhere, shows a fall in turnover for last year from SwFr 878m to SwFr 646m, of which SwFr 354.6m against 1983's SwFr 374.1m profit compares, however, to a massive loss of SwFr 57.5m in 1982, when irregularities in U.S. opera-

This announcement appears as a matter of record only.

MAY 1985

U.S. \$150,000,000

Marriott
corporation

Note Issuance Facility

Arranged by

Credit Suisse First Boston Limited

INTERNATIONAL COMPANIES and FINANCE

Henderson Administration Group plc

RESULTS FOR THE YEAR TO 31st MARCH 1985

	1985	1984	
Profit before tax	£000	12,485	8,732
Earnings per ordinary share*	pence	67.33	46.93
Dividends per ordinary share	pence	16.00	10.00
Net assets	£000	18,177	10,336
Funds under management	£million	2,548	1,733

*Earnings per ordinary share are shown before transfer to initial charges equalisation reserve.

*A year of great significance in the development of the Group.

*These results reinforce our policy of remaining an independent specialist international investment management group, where no conflicts of interest exist.

JR Henderson, Chairman

Copies of the Annual Report may be obtained from the Company Secretary, Henderson Administration Group plc, 26 Finsbury Square, London EC2A 1DA.

The above figures are extracted from the accounts of the Group on which the auditors have given an unqualified opinion and the accounts will be filed with the Registrar of Companies.

Henderson The Investment Managers

U.B.A.F.
UNION DE BANQUES ARABES ET FRANÇAISES

Balance-sheet as at December 31, 1983 and 1984
(French Francs)

ASSETS	1983		1984	
Cash on hand, central banks, treasury and postal accounts	570,019,201		414,002,676	
Banks and other financial institutions	32,971,720,280		33,347,651,794	
Treasury bills, short term money market instruments	1,229,991,344		1,058,248,088	
Loans to customers	12,214,911,344		14,765,078,263	
Customers' current accounts, overdrafts	622,662,547		815,607,595	
Accrued interest, prepaid expenses and sundries	68,881,000		166,124,487	
Securities held	69,921,078		1,567,221,390	
Investments in subsidiaries and affiliates	1,204,365,089		1,610,417,460	
Subordinated loans	17,234,919		15,932,819	
Fixed assets	180,000		180,000	
Total Assets	50,009,377,009		53,010,540,187	
LIABILITIES	1983	1984	1983	1984
Central banks, treasury and postal accounts	2,323,645,423		3,000,304,158	
Banks and other financial institutions	37,671,264,154		39,490,772,082	
Short term money market instruments	2,910,350,865		1,663,346,830	
Special savings accounts	3,550,000		3,567,220,390	
Certificates of deposit	8,318,532		60,129	
Accounts payable after collection	446,308,913		1,004,762,408	
Floating rate bonds	1,609,134,417		2,281,738,705	
Subordinated convertible bonds	542,587,500		623,480,000	
Subordinated loans	150,000,000		150,000,000	
Reserves	280,043,750		797,645,000	
Capital	182,186,352		180,661,635	
Total Liabilities	50,009,377,009		53,010,540,187	

The Annual General Meeting held on May 29, 1985 at the bank's head office, 180, Avenue Charles-de-Gaulle, Neuilly-sur-Seine, unanimously approved the balance-sheet and accounts for the year ended December 31, 1984, which showed a net profit of FF 514,282,263. The General Meeting decided to distribute a dividend of FF 22,500,000 and to transfer to the general reserve the remaining amount of FF 26,505,263.

The General Meeting decided to reappoint for an additional three years without pay the following Directors: Dr. Mohamed MAHMOUD ABUSHAOI, BNP; Dr. Georges EYROLLES, re-appointed by Mr. Fernand HAZET and Commercial Bank of Switzerland; Mr. Alain RASLAM. It also decided to renew the nomination of Mr. Alain A. AL SHARIF, Vice-Chairman of U.B.A.F.; as Director in replacement of Libyan Arab Bank and to nominate Mr. Bernard THIOLON as Director in replacement of Mr. Jean OERLASSIEUX, Chairman of Crédit Lyonnais.

The same day, the Board of Directors re-appointed Dr. Mohamed Abouelmagd as Chairman and elected Mr. Bernard THIOLON Vice-Chairman.

This announcement appears as a matter of record only.

15 Year Leveraged Lease Financing of one BAE 146-100 Aircraft

Lessor:
Manufacturers Hanover Leasing Corp.

Leesee:
Jet Acceptance Corp.
A wholly-owned subsidiary of
British Aerospace PLC

Sub-Lessee:
Aspen Airways Inc.

Debt and Equity

Arranged by:

Barclays Bank Group



Carla Rapoport looks at a Japanese industry's successful strategy

Paper makers cut way to recovery

THE WAILING entrepeneurs of Tokyo's waste paper collectors are guaranteed to ring the sleep of those still in bed a Sunday morning. But the efficiency of the collection system for old newspapers provides one of the reasons for a marked turnaround in the fortunes of Japan's paper and pulp industry.

For the year to last March, six out of the nine leading paper and pulp companies registered sharp recoveries at the pre-tax level with most achieving all-time highs in pre-tax profits and sales. For the largely domestic industry, which runs an uncharacteristic trade deficit with the rest of the world, many of the reasons behind this revival are uniquely Japanese.

It is one of Japan's oldest industries, with more than 500 companies supplying the market. Paper and pulp makers were persuaded to accept a programme of rationalisation sponsored by the Ministry for International Trade and Industry (Mitii) in late 1983. According to the Japan Paper Association, that programme laid the foundation for the industry's recent recovery.

So far, between 30 and 60 per cent of the targets for capacity shutdowns have already been met. In paper, excluding newsprint, for example, 269,000 tonnes out of a total elimination target of 951,000 tonnes have been shut. In container board,

850,000 tonnes out of a total target of 1.5m tonnes have been cut so far. The end result will cut 20 per cent of the overall containerboard sector.

The targets, according to the JPA, were set by a council which included producers, consumers, academics and Mitii officials. The JPA points out

recovery rate from 38.7 per cent of total paperboard and paper production to 50.4 per cent last year.

"It is the custom of Japanese households to preserve our national resources," said Mr Kenji Okawa, managing director for the international division of the JPA. In addition

JAPAN'S PAPER MANUFACTURERS

Parent company results (Yen), year to March 1985

	Sales	% change	Pre-tax	% change
Oji Paper	374.2	+5.1	32.3	+41.2
Ajia Paper	338.5	+4.7	16.0	+55.5
Mitsubishi Paper	327	+2.5	10.7	+13.8
Meiji Paper	319.9	+4.9	4.4	+7.6
Sanyo-Kohoku Pulp	276.4	+4.8	8.5	+43.0
Toto Paper	227.4	+8.8	2.5	-2.5
Rengo	199.9	+9.3	4.2	-16.9
Mitsubishi Paper	169.1	+5.7	14.3	+54.0
Kanazaki	141.3	+4.3	10.6	+9.3

that Mitii has no sanctions to levy against those companies which do not comply. Even so, the trade association is reasonably confident that all the targets will be met.

In addition to the government-inspired rationalisation programme, the paper and pulp industry has enjoyed two further bonuses. Unlike America and Europe, demand for its products has remained on a gentle increase for 46 months, about 18 months longer than the usual cycle. The reason for this steady, although modest, strength in demand is that consumers were buying more computer papers and

waste paper, energy costs for the paper companies have dropped by 20 per cent over the last five years.

On the demand side, Japan's paper and pulp industry has enjoyed a further bonus. Unlike America and Europe, demand for its products has remained on a gentle increase for 46 months, about 18 months longer than the usual cycle. The reason for this steady, although modest, strength in demand is that consumers were buying more computer papers and

offsetting the drop in newspaper print. At the same time, producers were able to hold price inflation to almost zero for the last two years.

As a result of these and other measures last year managed to outstrip the profitability of Japan's overall manufacturing average for the first time, with a 4.8 per cent operating margin compared to a 4.2 per cent margin for industry in general, according to JPA figures.

Looking ahead, the industry is gearing itself for tougher times. Unlike other industries in Japan, the paper and pulp companies have already had to accommodate a fair amount of imports from the U.S. For example, while domestic demand had been increasing by around 1 or 2 per cent a year over the past five years, imports have been increasing by 17 per cent of total turnover.

Significant growth was seen in the electronics field, including semiconductors and office automation equipment, with sales in that sector up 27 per cent to account for 34 per cent of the total.

Consumer product sales, supported by strong demand for seasonal products such as air conditioners, moved ahead by 14 per cent to account for 27 per cent of turnover. Exports to China more than quadrupled from Y13bn to Y55bn, centring on colour television sets. This together with buoyant exports to the U.S. helped boost Toshiba's overseas sales 42 per cent, representing 31 per cent of turnover.

The cost efficiencies derived from increased volume production, minority interest in co-operative ventures and economies of scale in production facilities (up 17 per cent) and equity income of affiliated companies (up 21 per cent) provided an earnings upturn.

Overall, earnings per share rose from Y22.46 to Y29.63. At the pre-tax level, profits were Y185.74bn against Y135.11bn.

For the current year, Toshiba is continuing to make substantial investments in plant and equipment with total capital investment amounting to Y278bn, half of which will be used on the semiconductor side. The company invested Y150bn on semiconductor production last year.

Research and development spending, centring on semiconductors, is due for the current year to reach 5.4 per cent of total turnover, 0.2 point higher at Y200m.

Toshiba's consolidated turnover is expected to reach Y320bn ahead of 11.6 per cent. Net profits are projected at Y93bn, up a more modest 8 per cent from the previous year.

Japan's trust banks well ahead

BY OUR TOKYO STAFF

IN CONTRAST to the slowdown seen at Japan's city and regional banks posted record earnings in the year to March, the seven trust banks reported

incomes up 49.1 per cent. Wider interest rates provide strong performances by their international divisions and better commission income from asset trusts underpinned the surge in earnings.

Sumitomo Trust and Banking remained the biggest earner at both the pre-tax and net levels. Chuo Trust and Banking showed the largest pre-tax surge, of 71.4 per cent, although Mitsubishi Trust and Banking—number one in asset terms—had the best net rise at 27.7 per cent.

Combined revenues of the seven emerged at Y3,413.5m (US\$13.7bn), up 25.4 per cent.

Loan trust income rose 23 per cent, while pre-tax profits from international operations soared 41.6 per cent to Y98bn. The overseas advance reflected

side Japan, as well as the effects of the year's depreciation on dollar-denominated transactions. For example, Mitsubishi Trust Banks' net assets increased by Y2,400bn, of which foreign currency assets accounted for Y1,700bn. For the current year all seven

expect to maintain the upward trend. Additional overseas outlets are being planned.

UK COMPANY NEWS

Reed on target at £108m thanks to U.S. strength

OPERATIONS in the U.S. were doubly important to Reed International's performance in the 1984/85 year. Not only did improved overseas earnings, especially in U.S. publishing, offset a domestic profit downturn, but the group also made a gain of 77m on the strength of the dollar.

The exchange rate bonus was part of an overall 518m improvement in profits outside the UK, which helped Reed to meet market expectations with pre-tax profits ahead by nearly 12 per cent at £107.8m. The comparable figure was 254.4m.

Sir Alex Jarrell, the chairman, who last week down in favour of Mr Leslie Carpenter next August, said that UK markets were generally highly competitive, and pointed to difficult domestic trading conditions in the consumer publishing, building products, packaging and paper groups.

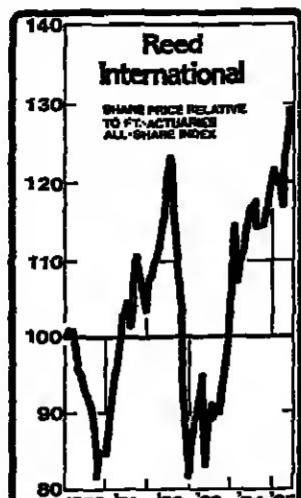
In contrast, overseas operations supplied 47 per cent of total profits — a rise of mere than 10 per cent — on sales up by 31 per cent at £748.1m. Non-UK operating profits came to £60.3m. The chairman said U.S. publishing continued as particularly successful.

Group turnover totalled £2.12bn, up from £2.04bn, but the contribution from the UK and from exports fell from £1.47bn to £1.37bn.

In the course of the year Reed sold its 50 per cent in Mirror Group Newspapers, London and Provincial Posters and Spicer McGowan with a net surplus on divestment of £53m and most of the remaining printing businesses were sold or closed at a net loss of 56m. This figure shows a net extraordinary gain of 51m in the accounts, after a net provision of £32m for possible further rationalisation in the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of



most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

particularly from severe price cutting by competitors. Profits from the UK businesses in the second half of the year were significantly reduced. In Holland, Spinhak benefited from previous investment and produced much improved results.

Paint and Ink profits were highest in all main areas both in the UK and overseas. Fræze Industries (paints) and W. F. Taylor (adhesives) were acquired in the U.S. for £24m and contributed £3m to trading profit.

UK demand in the Packaging division had generally improved and Mactac Seals, a major supplier to the coal industry, was badly hit by the miners' strike. Reed Corrugated Cases experienced sharp rises in raw material costs related to the strength of the dollar. Despite this, improved efficiency following rationalisation resulted in higher profits in the UK. Higher demand and greater efficiency increased profits in Holland. The group continues to develop plastic packaging in addition to traditional paper products.

Spicer, effect products, part of Reed Trading continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements. This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

from the exhaustion of the UK paper and board activities.

The dividend for the year is raised by 12 per cent with a final 5.75p (11.5p) on top of the interim 5.75p (5p). Dividends per share will stand at 53.6p, up from 57.7p. The higher dividend will cost £22m against 19.5m.

Interest charges were up from £19m to £21m. A rise in the effective rate of overseas tax — mainly due to the exhaustion of

most brought forward losses in the U.S. — was the chief reason for substantial price rises in 1984/85, up 27.7m, from 22.7m to 54.3m. Attributable profits came out at £78.7m against £68.2m.

In his review of operating groups, the chairman said that Reed Publishing continued to make significant progress and increased trading profit by 42 per cent to £57m. The group generated 45 per cent of trading profit from 21 per cent of balance sheet capital employed. With significant new investment, the rapidly expanding Cahiers business in the U.S. was particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

In Consumer Publishing, the fall in profit from £16m to £11m was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was active.

The Building Products division suffered from the imposition of VAT on home improvements.

This impaired the already depressed UK market for building materials and turnover was maintained but at much reduced margins. Key Terrain suffered

UK COMPANY NEWS

Debenhams has abdicated its retailing roll—Burton

BY MARTIN DICKSON

Burton yesterday fired a major broadside in its £275m takeover bid for Debenhams. It coupled a forecast of a 23 per cent increase in its final dividend with an attack on the stores' group's retailing record and said it had a formula to "revitalise large surface area shopping in the High Street."

The commitments were made in the formal offer document to Debenhams shareholders, which also said Burton expected to report satisfactory results for the year to August. It forecast a final dividend of 6p a share (4.5p), making up a total of 8.5p for the year, up 30 per cent on 1983-84.

Last night Debenhams chairman, Mr Robert Thornton, said the document did not take anything any further and dismissed the offer as derisory.

Burton, whose bid is being made in association with Habitat-Mothercare, contrasted what it called its own outstanding financial record with that of Debenhams over the past five years with Debenhams' unimpressive record.

It claimed Debenhams record was poor because its management had "progressively abdicated their role as retailers, moving instead landlords and credit risk operations dependent on the retail trade of others."

A growing proportion of Debenhams' trading space was rented out. The result was a haphazard proliferation of franchises and concessions.

Burton said it intended to create a new retail concept in Debenhams stores, the Galeria, a compatible selection of clearly defined ranges of goods and services under one roof. It would bring together some of the existing trading divisions of Burton and Habitat-Mothercare, and equally important, the completely new focus for the over-30s clothing market which Burton was developing.

It noted that while two thirds of Burton's customers were under 30, most of Debenhams were over 30 and the stores were "widely recognised as prime candidates for a change to a new and more exciting retailing style, primarily serving this age group."

On Debenhams' existing trading arrangements with Harris Queensway, the furniture group, the document merely said that Burton had "considerable administrative support for Harris Queensway's retailing abilities and looked forward to developing the trading relationship in a mutually beneficial way."

The cover of the document, an artistic display unusual in bid literature, features a sketch of the exterior of a "Debenhams Galleria".

Burton is offering three of its shares and 25p in cash for every five of Debenhams. On



Mr. Ralph Halpern, chairman of Burton

the basis of last night's Burton closing price of 485p, up 3p on the day, a fact emphasised by Mr Thornton when he attacked the bid for offering shareholders "a reduction in both capital and income."

He noted the absence of a profits forecast in the Burton document and suggested that the group's Principles chain, which last year for the over-30s market, had "fallen flat on its face."

Debenhams' annual report published yesterday, shows that Mr Thornton's remuneration rose last year from £26,286 to £26,082—a 3 per cent increase of 65 per cent. This rise included a performance-related bonus.

Mr Thornton said he had bought his pay to cover one-third of that of Mr. Ralph Halpern, Burton's chairman.

In a note, issued with the annual report, Mr Thornton said he was confident of Debenhams' future, maintaining its dividend despite the one-and-a-half bonus issue of shares which would represent a real increase of 20 per cent.

Burton's document also details its offers to preference share holders. These are 10p in cash for 51. A preference stock and 50p in cash for each 8 preference share.

The company had not intended to make any announcement until it had completed negotiations with its bankers but it had decided to repeat a statement when its share price fell. Dealings were marked on Tuesday at

Common suspended for refinancing

BY CHARLES BATCHELOR

THE shares of Common Brothers, the loss-making Newcastle-upon-Tyne shipping group, were suspended yesterday to allow the company to agree a refinancing package with its bankers.

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

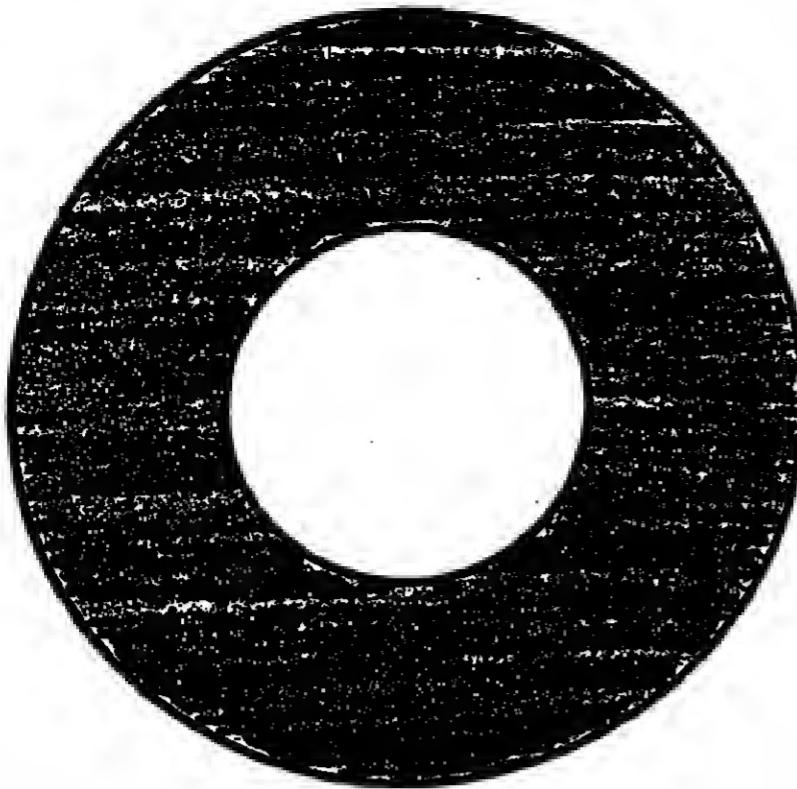
Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."

Common is capitalised at just £1.92m on the basis of the 32p suspension price. This compares with a price of 112p last November before it attacked the bid for offering shareholders "a reduction in both capital and income."



During the past year, we have made some very important changes in the Group and I believe we are now on the threshold of gaining significant benefits.

Since I reported at this time last year there is a greater degree of optimism, despite the fact that many of the problems of previous years have not yet been resolved.

There have been much improved performances from many of our companies around the world.

A report on a well rounded year.

Points from the address by the Chairman Mr. J.D. Milne to the Annual General Meeting on 4th June.

In addition, we should gain a benefit from the new Cauldon and Dunbar works, due to come into production in the next few months, as well as from the 4.5% increase in cement prices from 1st June.

operations and greatly strengthen our presence in the United States.

I am confident we will achieve a level of earnings which will fully justify this acquisition.

Meanwhile, our Armitage Shanks Kilgore sanitary ware business in Texas is doing well and the new plant, now being constructed in North Carolina, is on schedule to begin production in three months time.

Much of the success that we have achieved is due to the people who work for us. It is people who make a company and Blue Circle is fortunate in having a good team.

I believe we are in good shape, and I hope that you are encouraged by the progress we have made - and will continue making.

Blue Circle

Blue Circle Industries PLC
For copies of the full text of the Chairman's Statement and the Company's Report and Accounts, please write to Group Public Affairs, Blue Circle Industries PLC, Portland House, Stag Place, London SW1E 5JS.

At home, demand for cement remained virtually static, while the miners' strike added some £6 million to our operating costs. Hardly surprisingly our UK cement profits did not match those of the previous year.

But, turning to 1985, I am pleased to say that in spite of the extremely bad weather in January and February which left us 20% behind last year's figures, deliveries have picked up and now we are only marginally behind the previous year's level.

A broad, our companies overseas have made an encouraging start, particularly in Australia, New Zealand and Mexico - while our established cement business in the US continues to do very well, as markets benefit from business expansion and population growth.

Referring to the US, we have just completed the acquisition of Atlantic Cement Inc. at a cost of \$145 million which will complement our existing

The Wellcome Foundation Limited Interim Results - 1985



Review by the Chairman, Mr. A. J. Sheppard

Wholly-owned by The Wellcome Trust, The Wellcome Foundation Limited is an international group of pharmaceutical and chemical companies with its headquarters in the UK.

The Wellcome Trust intends to offer 20% of its shareholding for public sale in early 1986, while retaining a strong controlling interest in the company. The arrangement is subject to the

profit increase is primarily due to improved trading in the USA and also in the UK together with favourable exchange movements during the half year. In the USA sales have been buoyant resulting in improved profitability. Results in the UK reflect the full benefits of rationalisation measures made in earlier years.

	1st half 1985 £m Unaudited	1st half 1984 £m Unaudited	Fullyear 1984 £m
Turnover	507.3	378.3	806.4
R and D expenditure	59.0	44.8	96.6
Profit before taxation	70.5	42.7	89.5
Taxation	32.2	19.5	40.9
Profit after taxation	38.3	23.2	48.6
Capital expenditure	26.5	27.0	57.7
Shareholders' funds	489.5	386.6	420.0

approval of the Charity Commissioners. In the six months ended 23 February 1985, group turnover amounted to £507.3m. This is £129.0m greater than the corresponding period last year and is an increase of 34% of which 20% is due to trading and 14% to currency movements.

Profit before tax amounted to £70.5m, an increase of £27.8m representing 65%.

The launch of acyclovir, a major breakthrough in antiviral therapy, continues. A significant step was the launch in the USA market in February of the capsule formulation of this product.

Capital expenditure for the half year amounted to £26.5m.

The Wellcome Building, 183 Euston Road, London NW1 2BP. Tel: 01-387 4477.

UK COMPANY NEWS

Easier trading for Sketchley in second half

TRADE CONDITIONS eased in the second half for Sketchley, the industrial wares rental, linen hire and retail dry cleaning group. Pre-tax profits in the last six months of the year to March 29 1985 increased slightly on the same period in the previous year, but that was not enough to overcome the fall of the pound and profits for the year finished £3.2m per cent down to £10.15m.

The figures were achieved on turnover which soared by almost 61 per cent in the second-half to give an annual rise of 57 per cent to £165.17m.

Operating profit finished slightly ahead of the previous year at £11.7m (£11.1m), but increased interest charges, up from £581,000 to £1.71m, left pre-tax profits lower.

With tax at £3.91m (£4.88m) and an extraordinary debit of £737,000, being the costs of closing its West German business, earnings per share were 27.1p on the increased capital following the rights issue compared with 32.4p in 1983-84.

The chairman, Mr Richard Newton, says that the miners' strike, the costs of assimilating new acquisitions and difficult trading conditions combined to affect margins.

He adds, however, that the new financial year has started well. Many of the problems in the year under review were non-recurring and with strengthened management allied to new marketing initiatives the board is confident about the prospects.

A final payment of 10p net per share has been proposed, making a total of 23.3p, up from last year's 14p.

In the UK, which accounted for a little more than 40 per cent of group turnover and almost 65 per cent of pre-tax profits, lower profits were recorded by two major divisions. Retail cleaning was affected by extremes of weather last summer and in January and February. The rental business achieved a substantial increase in volume but smaller customers in the UK were not enough to offset the increasing pressure on margins in the mainstream business.

Mr Newton reports that in the US - which accounted for 52.25 per cent of turnover and 43.54 per cent of pre-tax profits, profits from the uniform and linen rental businesses were lower as a result of reorganisation. There, however, a substantial and satisfactory contribution from the diaper rental business acquired at the end of last year. In Canada the dry cleaning

has the shares trading on a prospective multiple of almost 11.



Mr. Malcolm Glenn, chief executive of Sketchley

company had a good first half but the second six months were disappointing, mainly because of a one-off expense resulting from the change of name and updating of operating systems.

The small investment in West Germany proved unsuccessful and this was sold.

• comment

Sketchley clearly signalled poor results when it announced its results in late March. As such the bad news has been discounted leaving just a bit of room for the 7p rise to 38.5p. The main drag on profits has been servicing group debt - especially the \$1m or so legacy from the two U.S. acquisitions and the £54m borrowings for the Canadian business. Overall it is about a third of shareholders' funds although interest and exchange rate changes make this a slightly variable feast. Given nothing exceptional on the rate front the repayments lump should now have been passed and so the charges should fall this year. In the UK the miners' strike hurt the rental side as did the large dry cleaner. The dry cleaning is growing and holding its share of the market at just over a fifth. The combination of more inventive marketing schemes in the UK (dry cleaners in the supermarket and the garage and vanous) plus getting profits out of North America consumers are with the turnover figures should provide the basis for a better year. What the market needs is leadership for a £12.5m pre-tax, which on a 40 per cent tax charge has the shares trading on a prospective multiple of almost 11.

MINING NEWS

Second S. African gold mine prospect being investigated

BY KENNETH MARSTON, MINING EDITOR

FOLLOWING Consolidated Gold Fields' announcement this week of a major extension of its Kloof mine into the neighbouring Leeudoring area in South Africa's West Rand, another possible gold mine is taking shape in the Orange Free State.

The area being explored is on the Lebur, Leuwfontein and Lelouwfontein farms in the Thabo Ntšwane district adjacent to the eastern boundary of the Gencor group's Beatrix gold mine. The prospect shafts are

give encouraging results. The fact that the partners have decided to sink prospect shafts suggests that they are confident that the area has the making of a gold mine.

It could be a year or two, however, before they are prepared to decide whether to go ahead with a new gold mine. This will depend largely on the level of the U.S. gold price and the relationship between the South African rand and the U.S. dollar.

Details of likely gold grades and ore tonnage have yet to be established, but the indications are that the deposit lies at a relatively shallow depth. This suggests that a mine would not require an unduly high capital cost and could be brought to production fairly quickly.

MINING NEWS IN BRIEF

stake, making 6 per cent, in the Central Queensland Coal Associates and the Gregson joint venture for U.S.\$50m (£35m).

Pancontinental will borrow U.S.\$35m and pay the balance from its U.S. dollar funds and other sources. *

Mr Baharuddin bin Ma'ruf, chairman of the Malaysian tin-producing French Mine, expects to expand his interests in the International Tin Council to be in force for at least a few more years. The Trough group's stocks of tin concentrates have reached the maximum permitted level and further profits are expected this year.

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not given as to whether the dividends are interim or final and the sub-dividends shown below are based mainly on last year's timetable.

Interim—Blue Arrow, Cawnpoor, Gencor, Proprietary Mines, Irish Oil, Miller, Nottingham Brick, of Helena Gold Mines, Sulfurton Gold Mining, United Spring and Steel, West Rand Consolidated Minerals, Industrial Browne, Buffalstein Gold Mining, Century

FUTURE DATES

June 14	Associated Energy Services
June 15	Camford Engineering
June 16	Fanner (J. H.)
June 18	Hillman
Aug 20	Rentall
June 19	Finsbury
June 20	Freight Airlines
June 21	TOMCO
June 22	Blue Arrow, Cawnpoor, Gencor, Proprietary Mines, Irish Oil, Miller, Nottingham Brick, of Helena Gold Mines, Sulfurton Gold Mining, United Spring and Steel, West Rand Consolidated Minerals, Industrial Browne, Buffalstein Gold Mining, Century
June 23	Baser Foods
June 24	Baser Foods
June 17	Chamberlain Philips
June 18	Helina
June 19	Freight Airlines
June 20	Oxford Instruments

PPP PAID £95 MILLION TO CLAIMANTS IN 1984



Service to subscribers our top priority
The demand for our caring service, from the million people we cover increases daily. Of the total value of the claims submitted in 1984 we paid out 97% in benefits to our subscribers - nearly £95 million paid to PPP patients in the United Kingdom.

PPP's aim is prompt settlement of claims

The average length of time taken to settle claims of a straightforward nature is between 2 and 3 days. Claims which may be more complicated and require any additional information may take longer to settle.

Keeping the subscriptions within the reach of subscribers

We are keen to avoid increasing subscriptions because sizeable increases can take private medical insurance out of the reach of some people. We therefore aim to give an option of varied insurance cover and a range of subscription rates. The Corporate Health Plan successfully introduced in 1984 meant the start of negotiations forging improved and new links with hospital providers and this liaison will continue, as we progress towards stronger control over the costs of hospital accommodation and treatment.

Were you one of them?

Financial Highlights of the PPP Group	1984 £'000	1983 £'000
Subscription Income	109,580	91,639
Benefits	94,565	79,637
Surplus	5,440	3,108
Funds Under Control	107,246	89,552
Reserves	48,826	37,386
Reserves at Market Value	59,129	51,032

PPP Could Benefit You
For a copy of the 1984 Report and Accounts and full details of the benefits we offer please telephone or write to our Press Office:
PPP Press Office
Tavistock House South
Tavistock Square
London WC1H 9LJ
Tel: 01-380 0967



UK COMPANY NEWS

Pegler set for progress after static trading year

WITH THE total level of demand from its major market much the same as in the previous year Pegler-Hattersley saw little change in trading profits for 1984-85.

The group's valve and distribution divisions benefited from an upturn in process plant investment in the second six months but activity in the building industry declined and earnings from this area were lower.

However, helped by higher interest income and a sharp reduction in redundancy costs, profits at the pre-tax level emerged £1.09m ahead at £1.11m.

The dividend for the year is being stepped up by 1p to 14.5p per share by an increased sum of 9.25p.

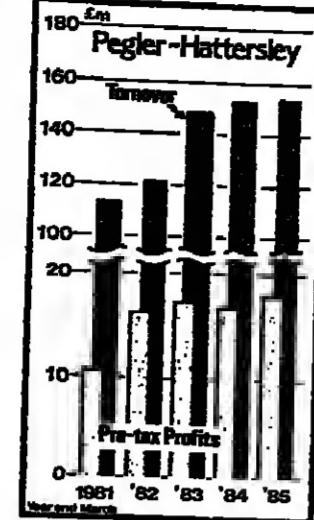
Group chairman Sir Peter Matthews tells shareholders that the current year has begun with better profit books and an improved position in the valve and distribution sectors.

He says the recovery in process plant spending which took place during 1984-85 has been encouraging and he hopes to see this extend to other sectors in the current year.

Although trading markets remain weak, the group's overall trading performance is improving.

However, Sir Peter warns that earnings from related companies will be lower as a result of the present recession in South Africa.

For the last 12 months, to March 30 1985, group turnover edged ahead from £152.63m to £154.41m. Trading profits were virtually static at £10.51m, compared with a previous £10.55m.



Pegler manufactures industrial valves, controls and fittings together with building and general products.

The net share of profits from related companies slipped to £2.55m (£3.88m) but net interest receivable added £47.9m to £22.7m and redundancy charges were reduced by £30.1m to £24.0m.

Related companies' fall in earnings from

related companies was due entirely to declines in the South African and New Zealand exchange rates. In total, currency movements over the year reduced group pre-tax profits by some £1.6m.

It took £7.64m (£7.68m) and the closure of the PVF distribution company in Louisiana was

accountable for a £1.42m rise in extraordinary debts to £2.51m.

After such charges profits for the year came through at £7.76m, against £8.25m. Earnings improved by 3p to 33.6p per share.

• comment

Pegler-Hattersley has emerged in sound shape from a tough year in the UK building industry. While profits from building products were down, they have not fallen as much as had been feared—the plant and pipe operations slipped into loss in the face of intense price competition in the market, which had also hit other manufacturers, Heworth Ceramic among them. But the upmarket plumbing products gained market share to make up some of the shortfall. More importantly, in the industrial valves division, Pegler seems to be on a steady improvement in current year and generating a substantial profit increase to tide things over until the next upswing in UK building activity.

Overseas, the group has bitten the bullet by closing PVF in the U.S., the only big loss-maker, which was unable to cope with the downturn in the petrochemicals industry which hit the business so hard when it was acquired in 1982. The closure leaves the group in better position to pursue its steady UK expansion policy, notably with the purchase of Satchwell Syntex (environmental controls) from GEC. The current year should see more steady progress to £10m-£20m pre-tax.

Yielding 7 per cent, the shares up 8p to 294p, are a solid defensive stock.

Commodity losses hit Brown & Jackson

A turnaround from a profit to a loss at Orionfinch, commodity trading company, has left taxable profits of Brown & Jackson, marketing and distribution, commodity trading concern, down from £687,000 to just £73,000 for 1984. Again there is no dividend payment on ordinary and preference shares.

The directors state that but for the reversal at Orionfinch, the group would have registered considerable steady growth in its overall profitability in 1984.

Turnover expanded from £32.1m to £32.6m during the 12 months to December 31 last, and pre-tax profits were after interest payable down from £134,000 to £18,000.

The directors explain that the company has suffered from the high volatility of commodity prices stimulated by the currency fluctuations which have characterised the economic scene over the last year.

They add, however, that Orionfinch has reduced its trading volumes and is showing a small profit in the current year.

The charge for the 12 months was £84,000 (£62,000) and after minorities £23,000 (nil) and an extraordinary item of £106,000 (£32,000) leaving a share of £106,000 (£32,000) less than a year ago.

The extraordinary items for the period arose on the disposal and closure of subsidiaries, the directors state.

J. Smart

The directors of J. Smart (Contractors) estimate that profits before tax for the year to July 7, 1985 will be not less than £1.2m, up from £0.67m over last year. They add that the figure will be made up of trading profits, up from £778,116 to £983,000, and profits on the sale of investments of £237,000 against £100,465.

The interim dividend is to be raised from 1.1p to 1.2p per share, and a final of 3.15p (2.8p) is promised.

Turnover is running at approximately the same level as last year.

C. R. Packaging has had a buoyant start to the year, but Turnover started a downturn in business as a result of a considerable reduction in demand by the home computer industry.

The chairman added that the pyrotechnics business had a significantly improved order book, while Daves Cycles continue to perform satisfactorily in a difficult market place.

E. W. Evans Investments, plantations concern, doubled from £1.98m to £3.89m for 1984, and the dividend is lifted from 1.35p to 2.25p per share.

After tax of £1.98m, compared with £930,000, and minority interest, £148,000 (same), earnings are shown as 6.05p, against 3.32p.

Pre-tax profits of Rowe Evans Investments, plantations concern, doubled from £1.6m to £3.89m for 1984, and the dividend is lifted from 1.35p to 2.25p per share.

Extraordinary credits amounted to £322,000 (£260,000) leaving the attributable balance at £2.09m (£1.6m). Dividends will absorb £650,000 (£383,000) leaving £1.43m (£768,000) retained.

Tuned up and ready for market

SONGS OF PRAISE and grown even faster, and in 1984 and 1985 AMS was awarded the Queen's Award for Export Achievement.

About 18 per cent of sales went to the U.S. last year, but the company expects this percentage to rise to reflect the dominance of the U.S. in the market. The recent move in the U.S. towards using stereo sound in television is opening new markets to AMS.

Demand for high quality sound is also being fostered by the success of compact disc players.

The group is continually developing new products and adding new software and hardware parts to existing ranges to prevent them from becoming obsolescent and to maintain its position in the market. AMS currently has about nine different products which sell for an average price of £5,000.

All of the company's products have been developed by Mr Crabtree with a team of a dozen full-time R & D staff.

The equipment translates audio signals into common language, so that it can be electronically edited, maintained and enhanced while retaining the quality of the sound. It can introduce a delay, change the pitch of the sound or create an echo effect, and whole backing tracks can be stored and triggered on demand.

While the pop music industry is not AMS's most important customer, Mr Nevison says that it is pop music that drives it forward.

The group, which has developed original ways of manipulating sound for such pop stars as Phil Collins (whose latest album No Jacket Required has been at the top of the album charts) says that it would now be difficult to find a top twenty single that does not use its equipment.

AMS started making digital equipment nine years ago, and has grown up with the market. In each of the last four years turnover and profits have doubled, and in 1984, the company made £1.9m pre-tax profits on sales of £3.5m.

The volume of exports has risen 50 per cent of the amount applied for.

Granville & Co. Limited

Member of The National Association of Security Dealers and Investment Managers

8 Lovat Lane London EC3R 8DT

Telephone 01-621 1212

Over-the-Counter Market

High	Low	Company	Price	Change	div.(p)	%	Actual	Fully
150	122	Ass. Brit. Ind. Ord.	150	-	10.0	8.1	8.1	9.6
151	61	Ass. Brit. Ind. CULS	53	-	8.4	12.1	5.9	7.0
77	61	Airsprung Group	37	-	2.9	7.8	4.8	7.7
120	28	Armitage and Rhodes	37	-	3.4	7.0	15.2	25.5
120	28	Bardon Hill	32	-	3.0	9.4	1.0	3.8
86	42	Barracuda Technologies	163	+2	12.0	7.7	12.0	12.0
201	110	CCL Ordinary	110	-	15.7	13.8	5.8	9.1
120	110	CCL 11pc Conv. Prf...	110	+1	10.5	4.2	5.8	9.1
120	110	Carboneum Ord.	118	-	10.5	12.2	7.2	7.2
205	110	Carrington Group	104.4d	+2	5.5	5.1	2.2	2.2
93	63	Chesterfield	65	-	12.0	12.5	8.3	8.3
330	182	Debenham	330	-	5.0	4.4	4.4	7.1
260	172	Frank Harrell Pr Ord	264	-	9.6	3.6	13.3	13.9
228	172	Frederick Parker	25	-	2.0	8.0	2.0	7.5
59	20	Globe Electronics	56	-	2.7	10.4	2.1	7.7
210	180	Ind. Precision Castings	180	-	5.0	8.3	2.1	12.9
125	101	Isca Group	104.4d	+2	5.5	5.1	2.2	2.2
225	101	Jackson Group	104.4d	+2	5.5	5.1	2.2	2.2
93	63	James Burrough Spe. Pl.	94	-	5.0	5.3	7.5	11.8
94	71	John Howard and Co.	94	-	5.0	5.3	8.2	8.5
225	100	Lingraphone Ord.	223	-	7.5	7.0	8.2	8.5
520	300	Minhouse Holdings NV	230	+2	15.0	16.3	27.4	26.1
120	31	Robert Jenkins	34	-	5.0	8.0	2.1	12.9
60	28	Scrutons	30	-	5.7	15.5	17.9	4.1
442	330	Sterling Carbide	330	+2	5.0	8.0	18.3	18.5
30	17	Turton Holdings	30	-	1.3	4.3	14.8	21.0
103	81	Walter Alexander	102	-	7.5	7.4	10.1	12.3
103	81	W. S. Vass	225	-	17.4	7.5	6.5	11.2

Prices and details of services now available on Prestel, page 4818

Is your relocation policy effective?

Merrill Lynch Relocation Management International have just published their Second Annual Survey on employee relocation policy in the U.K. which contains important comparisons for industry. Contact us for a free summary or send £25.00 for the full survey.

Stephen Hartley Esq., Merrill Lynch Relocation Management International, 136 New Bond Street, London W1Y 9FA. Telephone: 01-629 8222

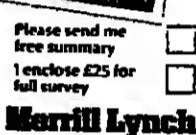
NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

POST CODE _____



Please send me free summary. I enclose £25 for full survey.

POST CODE _____

Merrill Lynch

VOTE AGAINST BRAMMER'S OFFER FOR ESE



They don't fit!

Brammer's offer for ESE is unwise, excessive and lacks industrial logic. Bunzl believes it could seriously weaken your Company, and diminish the value of your shares.

You should reject it immediately.

ESE will dilute Brammer's earnings per share by more than 15 per cent.

ESE will reduce Brammer's net tangible assets per share by nearly 30 per cent.

ESE will stretch Brammer's management resources still further.

U.S. attitude crucial to commodity pacts, Page 46

SECTION III - INTERNATIONAL MARKETS

FINANCIAL TIMES

Thursday June 6 1985

NEW YORK STOCK EXCHANGE 36-37
AMERICAN STOCK EXCHANGE 38
U.S. OVER-THE-COUNTER 38, 42, 48
WORLD STOCK MARKETS 38
LONDON STOCK EXCHANGE 39-41
UNIT TRUSTS 43-45
COMMODITIES 46 CURRENCIES 47

WALL STREET

Record hit on tax plan optimism

INVESTORS took an increasingly optimistic view of President Reagan's tax plans during trading on Wall Street yesterday to send the market to a record level, writes *Terry Byland* in *New York*.

Reports of lower North Sea oil prices, which strengthened the view that inflation will remain low in the U.S. as the economy recovers coupled with higher bond prices, also buoyed the market's mood.

Dr Henry Kaufman, senior economist at Salomon Brothers, said that if economic figures expected soon are weak, the discount rate may be cut again.

The Dow Jones industrial average closed up 5.26 at 1,320.56.

The bond market opened with further gains of three quarters of a point, which brought yields at the long end down to around 10% per cent. Traders identified Japanese securities houses as among the customers for U.S. Federal securities. Prices moved erratically later as bouts of profit-taking by traders were absorbed, but remained near their peaks.

The stock market opened around 6 higher on the index at a record, with the reporting tape running seven minutes late as buying orders from private investors flooded brokerage offices.

Turnover was nearly 50 per cent up on the previous session, and the market remained very strong, although some prices were trimmed at mid-session.

The best features were among the heavy industrial stocks which benefit from lower interest rates. Minnesota Mining gained 3 1/4 to \$77, and Littton Industries at \$86 1/2 was 3 1/4 better.

Short-term rates steadied after plunging sharply in early trading. Falls of around 30 basis points in Treasury-bill rates and 60 basis points in bond yields since Memorial Day have strengthened the attractions of equities.

Analysts point out that the Reagan tax bill would strengthen the appeal of the stock market for private investors, who would also have their taxes reduced.

Mr Peter Canoe, of Bear Stearns, said that "the first sign that we are not heading for a recession will send the stock market shooting ahead."

Wall Street gave a favourable reception to General Motor's \$5 billion purchase of Hughes Aircraft. At \$72 1/2, GM stock gained 5 1/4. Ford, now clear of involvement, added 5 1/4 to \$44 1/2 in heavy trading.

Aerospace issues responded strongly to lower interest rates, with Boeing gaining 3 1/4 to \$86 1/2 and General Dynamics 5 1/4 to \$74 1/2.

In chemicals, Monsanto jumped 5 1/4 to \$47 1/2 and Union Carbide, at \$41 1/4, was 5 1/4 better.

The reported North Sea oil cuts depressed oil stocks again, with Exxon 5 1/4 off at \$52 1/2. But airlines continued to do well. Pan American remained steady at a near peak for the year of \$54.

Some high-technology stocks were left out of the party as Wang Laboratories slumped by \$1 1/2 to \$15 1/2, in heavy selling after the board predicted a loss for the final quarter.

The mainframe computers, too, were mixed, with IBM 5 1/4 down at \$129 as heavy turnover evidently included selling by institutions which have backed off since the computer leader warned on second-quarter profits.

Digital Equipment plunged by \$1 1/2 to \$102 1/2. But Burroughs added 5 1/4 to \$63 1/4 and NCR, at \$28 1/2, gained 5 1/4.

Among speculative issues, Warner Communications jumped 3 1/4 to \$28 1/2 as plans for a leveraged buyout collapsed. Diamond Shamrock fell 3 1/4 to \$15 1/2 after bearish comments in the investment press.

Du Pont dipped 5 1/4 to \$59 after a downgrading by a Merrill Lynch analyst. There was brisk turnover in RCA after hints unsupported by the board that a buyer might have been found for the Hertz Car Rental subsidiary.

After its commercial paper was downgraded by Standard & Poor's, the credit market rating agency, BankAmerica suffered another session of heavy selling, including a 225,000 share block at \$19 1/2. The stock later traded at \$19 1/4, down 5 1/4.

In chemicals, Monsanto jumped 5 1/4 to \$47 1/2 and Union Carbide, at \$41 1/4, was 5 1/4 better.

The reported North Sea oil cuts depressed oil stocks again, with Exxon 5 1/4 off at \$52 1/2. But airlines continued to do well. Pan American remained steady at a near peak for the year of \$54.

The mainframe computers, too, were mixed, with IBM 5 1/4 down at \$129 as heavy turnover evidently included selling by institutions which have backed off since the computer leader warned on second-quarter profits.

Digital Equipment plunged by \$1 1/2 to \$102 1/2. But Burroughs added 5 1/4 to \$63 1/4 and NCR, at \$28 1/2, gained 5 1/4.

Among speculative issues, Warner Communications jumped 3 1/4 to \$28 1/2 as plans for a leveraged buyout collapsed. Diamond Shamrock fell 3 1/4 to \$15 1/2 after bearish comments in the investment press.

Du Pont dipped 5 1/4 to \$59 after a downgrading by a Merrill Lynch analyst. There was brisk turnover in RCA after hints unsupported by the board that a buyer might have been found for the Hertz Car Rental subsidiary.

After its commercial paper was downgraded by Standard & Poor's, the credit market rating agency, BankAmerica suffered another session of heavy selling, including a 225,000 share block at \$19 1/2. The stock later traded at \$19 1/4, down 5 1/4.

In the credit market, federal funds traded at 7% per cent, and the Fed helped liquidity by purchasing bills. Falls in rates increased sharply from one-year maturities outwards, with the longer end holding at opening levels.

This performance was the highlight of an otherwise mixed automotive section. Daimler was a casualty of early profit-taking and slipped DM 1 before a recovery forced it to close up DM 1 at DM 814. BMW eased DM 1 to DM 379, while Porsche gained a further DM 15 to 1,255 after touching DM 1,283 at mid-session.

A pattern failed to develop among banks which were at the centre of the recent surge. Deutsche Bank closed at DM 541 after a DM 3 rise, while Commerzbank shed DM 1 to DM 208 and Dresdner eased DM 1.50 to DM 232.

Among engineering, Linde was again on the rise, firming DM 8.00 to DM 487 followed by KHD, up DM 2 to DM 258, while GHH dropped 50 pf to DM 148.50.

Stores were again in demand. Karstadt rose another DM 2.50 to DM 224.50, Horten DM 9 to DM 183 and Kaufhof DM 6.50 to DM 231.

Profit-taking also surfaced in the bond market with prices easing an average 15 to 20 pf as relatively large amounts were put up for sale. The Bundesbank bought DM 23.3m worth of domestic paper after selling DM 44.9m on Tuesday.

The Amsterdam market moved to a record, as the General index added 1.2 to 213.7. The previous record of 213.0 was set on May 6 this year.

Reflecting a broad sweep of support, indices covering banking, insurance and industrial stocks also reached new highs. Wall Street's overnight strength and optimism over easier interest rates led the market higher.

Banks and financials were keenly sought. ABN jumped F1 2.50 to F1 543.00, while NMB turned its unchanged opening into a gain of F1 2 and finished at F1 194.00.

Among market leaders, Royal Dutch firmed F1 1.60 to F1 197.40. Unilever F1 to F1 346.50 and Akzo F1 2.10 to F1 110.10.

Insurer, Amey closed at a peak of F1 249.0, up F1 1 after being F1 1.50 higher at the start of business.

Dutch Government bond prices were mixed as investors switched attention to the state's new 10-year 7 1/2 per cent issue.

Paris shares were mixed as news of the deterioration in France's current account balance of payments during the first quarter hit investor confidence.

News that the Government had provided Peugeot with a FFr 2bn subsidised loan backed a FFr 2 rise in the company's shares to FFr 366 while Michelin firmed FFr 13 to FFr 1,063.

Turnover remained high in Zurich as

the two-day advance in London's blue chip industrials ran out of steam yesterday as hopes of an early reduction in clearing bank base rates faded. Growing oil price worries ahead of the Opec meetings have hit sterling and other European currencies.

An early downward drift in trading, which reflected an absence of support, saw the FT Ordinary share index down to 1,103.2 before recovering to end 3.1 lower at 1,017.1.

Overall conditions were extremely quiet with attendance in the market affected by the distractions of the Epsom Derby.

Gilt yields were easier ahead of today's start of dealings in £800m of Treasury 10 per cent 2004. Long-dated stocks drifted lower to close with losses of 1% and occasionally more, while falls in the shorts extended to 2%.

Revised weakness in the leaders, prompted by bearish reports on Plessey following an investment seminar with Scrimgeour Kemp Gee on Tuesday, was largely responsible for the setback. Plessey fell 8p to 142p and GEC bp to 162p.

On the takeover front, the only major development was news of a bid approach for Rayford Supreme, which rose 75p to 290p.

Other stocks to gain included Associated Newspapers, up 40p at 885p, Amersham International, which ended 10p higher at 300p and Tate & Lyle, also gaining 10p at 490p.

Closing losses in other leading equities were usually limited to a few pence.

Chief price changes, Page 38, Details, Page 39, Share price information, Pages 40-41

LONDON

Rally fades as rate hopes wilt

THE two-day advance in London's blue chip industrials ran out of steam yesterday as hopes of an early reduction in clearing bank base rates faded. Growing oil price worries ahead of the Opec meetings have hit sterling and other European currencies.

An early downward drift in trading, which reflected an absence of support, saw the FT Ordinary share index down to 1,103.2 before recovering to end 3.1 lower at 1,017.1.

Overall conditions were extremely quiet with attendance in the market affected by the distractions of the Epsom Derby.

Gilt yields were easier ahead of today's start of dealings in £800m of Treasury 10 per cent 2004. Long-dated stocks drifted lower to close with losses of 1% and occasionally more, while falls in the shorts extended to 2%.

Revised weakness in the leaders, prompted by bearish reports on Plessey following an investment seminar with Scrimgeour Kemp Gee on Tuesday, was largely responsible for the setback. Plessey fell 8p to 142p and GEC bp to 162p.

On the takeover front, the only major development was news of a bid approach for Rayford Supreme, which rose 75p to 290p.

Other stocks to gain included Associated Newspapers, up 40p at 885p, Amersham International, which ended 10p higher at 300p and Tate & Lyle, also gaining 10p at 490p.

Closing losses in other leading equities were usually limited to a few pence.

Chief price changes, Page 38, Details, Page 39, Share price information, Pages 40-41

SINGAPORE

SOME late buying and short covering helped prices in a dull Singapore to end higher after two previous lower sessions.

Among stocks heavily traded, Sime Darby ended unchanged at \$32.03 after 432,000 shares changed hands. Sigma Metal added 4 cents to \$32.34 and United Overseas Land firmed 9 cents to \$32.00.

Some banks regained losses experienced in the past two sessions. OCBC put on the 15 cents it lost on Tuesday to end at \$39.35 and DBS was 10 cents higher at \$38.25.

Hotels, properties and plantations saw small gains, while industrials ended mixed where changed.

SOUTH AFRICA

SELECTIVE buying interest in the afternoon brought gold shares in Johannesburg up from their day's lows.

Grootvlei, after slipping to R15.35 earlier, finished unchanged at R15.75. Anglo-American gold sted R3 to R17.4 and Driefontein turned 25 cents lower at R49.50.

In banks, Barclays ended unchanged at R16.80 while Nedbank lost 75 cents to R34.5.

Diamond share De Beers added 3 cents to R10.70, Rembrandt tobacco group was steady at R39.25 and Rustenburg Platinum eased 35 cents to R15.15.

He had misgivings over measures, decided in March by M Pierre Bérengovoy,

EUROPE

A struggle to regain equilibrium

AN ERRATIC course was traced during trading in Frankfurt yesterday, as the market struggled to regain an equilibrium after the recent intervention by profiteers.

Sellers took control at the opening, but a measure of confidence in the market's underlying strength was provided by the emergence of buying at mid-session before a drift lower near the close.

As the technical reaction to the 11 days of consecutive records continued, the Commerzbank index eased 8.4 to 1,335.8, taking its loss during the past two days to 19.2.

Foreign investors again made their presence felt, although their buying orders were smaller and tended to be more narrowly directed towards stocks which failed to encounter the full force of last week's support.

Volkswagen was one such stock. Buying orders from domestic and foreign sources pushed the issue DM 7.10 higher to a peak of the day of DM 287.

This performance was the highlight of an otherwise mixed automotive section. Daimler was a casualty of early profit-taking and slipped DM 1 before a recovery forced it to close up DM 1 at DM 814.

BMW eased DM 1 to DM 379, while Porsche gained a further DM 15 to 1,255 after touching DM 1,283 at mid-session.

A pattern failed to develop among banks which were at the centre of the recent surge. Deutsche Bank closed at DM 541 after a DM 3 rise, while Commerzbank shed DM 1 to DM 208 and Dresdner eased DM 1.50 to DM 232.

Among engineering, Linde was again on the rise, firming DM 8.00 to DM 487 followed by KHD, up DM 2 to DM 258, while GHH dropped 50 pf to DM 148.50.

Stores were again in demand. Karstadt rose another DM 2.50 to DM 224.50, Horten DM 9 to DM 183 and Kaufhof DM 6.50 to DM 231.

Profit-taking also surfaced in the bond market with prices easing an average 15 to 20 pf as relatively large amounts were put up for sale. The Bundesbank bought DM 23.3m worth of domestic paper after selling DM 44.9m on Tuesday.

The Amsterdam market moved to a record, as the General index added 1.2 to 213.7. The previous record of 213.0 was set on May 6 this year.

Reflecting a broad sweep of support, indices covering banking, insurance and industrial stocks also reached new highs. Wall Street's overnight strength and optimism over easier interest rates led the market higher.

Banks and financials were keenly sought. ABN jumped F1 2.50 to F1 543.00, while NMB turned its unchanged opening into a gain of F1 2 and finished at F1 194.00.

Among market leaders, Royal Dutch firmed F1 1.60 to F1 197.40. Unilever F1 to F1 346.50 and Akzo F1 2.10 to F1 110.10.

Insurer, Amey closed at a peak of F1 249.0, up F1 1 after being F1 1.50 higher at the start of business.

Dutch Government bond prices were mixed as investors switched attention to the state's new 10-year 7 1/2 per cent issue.

Paris shares were mixed as news of the deterioration in France's current account balance of payments during the first quarter hit investor confidence.

News that the Government had provided Peugeot with a FFr 2bn subsidised loan backed a FFr 2 rise in the company's shares to FFr 366 while Michelin firmed FFr 13 to FFr 1,063.

Turnover remained high in Zurich as

shares moved ahead, encouraged by Wall Street's overnight performance.

The banking sector, which has been neglected during the recent advance, came in for support with several issues reaching records for the year. Bank Leu added SwFr 25 to SwFr 3,825 while Credit Suisse added SwFr 20 to SwFr 2,825.

Blue chips were generally higher

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

Continued on Page 3

AMERICAN STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month High	Low	Stock	P/ Sls	Div. Yld.	100s High	Low	Close Date	Div. Prev.	12 Month High	Low	Stock	P/ Sls	Div. Yld.	100s High	Low	Close Date	Div. Prev.	12 Month High	Low	Stock	P/ Sls	Div. Yld.	100s High	Low	Close Date	Div. Prev.	12 Month High	Low	Stock	P/ Sls	Div. Yld.	100s High	Low	Close Date	Div. Prev.								
74 52% ADM	27 32	ADM	5.5	5%	5	5	+4	81 3%	118 52	54	ADM	5.2	5%	5	5	+4	185 84	Dynak	27	18.12	480	150	147	147	+4	185 84	Himed	5.0	22	192	85	93	91	+4	173 131	PDRPM	96	11	58	158	171	172	-4
75 62% ALM	16	ALM	159	181	179	179	+4	104 3%	105 5	5	ALM	15	10	5	5	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
76 62% AMG	12	AMG	154	159	159	159	+4	104 3%	105 5	5	AMG	15	10	5	5	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
77 58% ATT	10	ATT	5.6	5.8	5.6	5.6	+4	104 3%	105 5	5	ATT	5.6	5.6	5	5	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
78 52% AT&T	10	AT&T	105	105	105	105	+4	104 3%	105 5	5	AT&T	105	105	105	105	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
79 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
80 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
81 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
82 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
83 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
84 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
85 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
86 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
87 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
88 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
89 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
90 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
91 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
92 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184	Himed	5.0	22	20	182	124	124	+4	209 184	PDRPM	96	11	58	158	171	172	-4
93 51% AT&T	32	AT&T	18	20	18	18	+4	104 3%	105 5	5	AT&T	18	20	18	18	+4	209 184	Dynem	30	37.10	3	218	215	215	+4	209 184</td																	

WORLD STOCK MARKETS

NOTES--Prices on this page are as individual exchanges and are last traded price suspended, xd Ex dividend, xc Ex acqnp lsd as Ex sll.

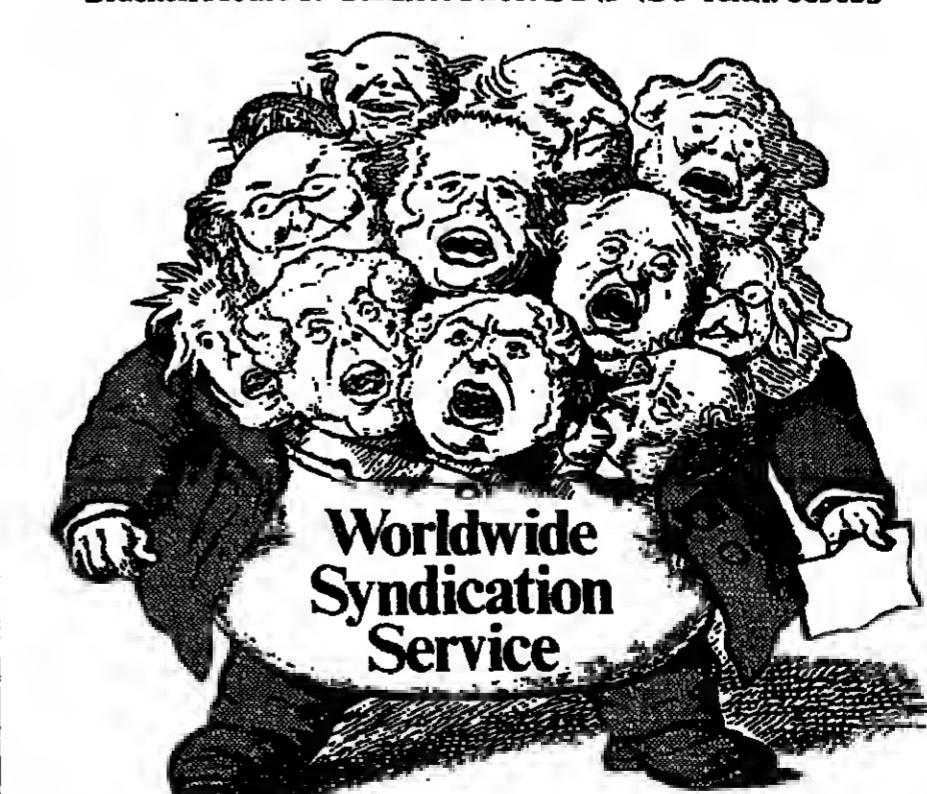
CANADA

AMERICAN STOCK EXCHANGE CLOSING PRICES

12 Month												12 Month														
High	Low	Stock	Div.	Y.M.	P/	Sls	100s	High	Close	Prev.	Chg/e	High	Low	Stock	Div.	Y.M.	P/	Sls	100s	High	Low	Close	Prev.	Chg/e		
7.41\$	4.8	Sound B.	.15	2 7 7	2	5%	95	54	-14	+14	1%	10.1	7.35	SoTex			50	15	34	+1.15	1515	5	TIE	1441	57	
8.18\$	4.9	Sound A.	.30	3 4 7	27	5%	54	54	+14	+14	10.2	7.34	SCED	p1.02	9.7	47	1012	97	1012	+14	1475	55	TF	97	15	
10.95\$	9.7	Sound p1.20	.11	11	61	104	102	105	+14	+14	10.1	10.28	SCED	p1.08	10.	31	154	104	105	+14	1631	13	TanPrd	.20	1.1 12	
14.45\$	11.3	Sparrow			164	132	131	133	+14	+14	10.2	11.5	SCED	p1.19	11.	6	113	114	114	+14	1018	67	TanBr	.20	1.1 12	
5.74\$	3.4	Sceptre			125	43	41	41	+14	+14	10.2	10.9	SCED	p1.48	7.9	21250	515	505	+14	5112	13	Tasty	.40	2.9 12		
22.94\$	18.4	Scheib	.56	2 7 11	5	20%	20%	20%	+14	+14	10.2	10.9	SCED	p1.54	8.6	68	85	85	+14	5112	13	Team	6	31		
14.14\$	10.5	Schwab	.48	4 1 17	2	114	114	114	+14	+14	10.2	10.9	SCED	p2.30	11	3	211	216	216	+14	2276	13	TchAm	158	184	
5.51\$	3.5	Schmidt	.10	1 4	571	7%	7	7	+14	+14	10.2	10.9	SCED	p2.21	10	50	222	214	216	+14	2276	13	TchSyst	14	28	
5.55\$	3.2	SciLsg	.6	21	19%	157	161	161	+14	+14	10.2	10.9	SCED	p6.70	11.	23	861	810	812	+14	2014	71	TechOp	15	5	
40.4%	34.9%	Scope	.36	1.0 11	1	36%	36%	36%	+14	+14	10.2	10.9	SCED	p6.96	11.	0	913	817	817	+14	2014	71	TechTp	11	70	
16.17\$	11.1	Scurfin			2	18%	18%	18%	+14	+14	10.2	10.9	Sprk	p1	1	14	15	71	74	+14	2145	772	Techtr	.30	1.8 8	
6.62\$	3.4	SedCp	.50	.9	5	4	561	561	+14	+14	10.2	10.9	Sprk	p1	1	14	23	232	6	+14	2145	772	Techtr	20	13	
15.55\$	10.6	SesCap18e	1.38	103	120	125	125	125	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	TelcomR	.30e	.1326	
5.55\$	2.1%	SelsPro			2	3	3	3	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Telcom	28	28	
5.55\$	3.5%	SelsDir			121	1%	11	11	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Telcocon	11	11	
8.12\$	3.5%	Selas			3	280	43	39	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Telmax	.44	1.6 13	
5.55\$	3.6%	SeligAg	1.13	5	54	54	54	54	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	TelDts	.38	3.3 14	
4.45\$	2.1%	Sentrich			15	34	34	34	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Telaci	27	8	
15.55\$	8.5%	Servico	.26	2.7	16	5	10%	10%	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Teltech	.38	4.4 7	
11.77\$	7.5%	Servo			22	12	12	12	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Tenney	13	16	
11.11\$	4	Servor B&I	8.08	7	74	104	104	104	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Tensor	7	7	
15.55\$	10.5%	Seton s.	.12	7.2	10	174	173	173	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	TexCd	9.120	.25	
14.14\$	8.2%	ShearS	.18	8.86	18	111	113	111	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	TexAir	4	248	
7.7-16	5.7-16	Shuron			308	15-16	74	76	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	TexAE	.39	7.1 38	
16.91\$	9.1%	Shopat150	.9	17	17	174	167	174	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Texai	56	57	
15.15\$	12.2%	ShorShn			48	442	138	131	130	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Texcd	.0275	14
13.10	10.0%	ShorShn			2	23	41	42	42	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Texcan	.50	116 3
15.55\$	10.5%	Storn	40	3.0 10	5	103	103	103	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	ThorEn	.26	21 11	
7.75\$	5.5%	Stico			20	54	21	62	63	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	ThDr	.10	2.6 11
15.55\$	6.5%	Sticatc	.20	1.4 14	4	14	14	14	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	ThEd	p4.25	14.	
8.14\$	5.5%	Salvest			10	25	39	39	39	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Torr	.35	4.5 11
4.45\$	2.1%	Simcos			4	29	39	39	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Torr	8.24	1581 1219	
20.10%	9.5%	Smna	.60	3 4	15	174	173	173	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Traffic	8.24	3.9 76	
15.55\$	9.5%	Smths	.60	3.5	23	17%	17	17	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Traffic	2.67	22 22	
15.55\$	12.5%	Snyder	2	13.15	104	154	15	151	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	TraSM	.408	4.3 28	
5.55\$	5.5%	Soltron			8	80	85	85	85	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	TraCp	.67	5 5
15.55\$	13.5%	SongPm			53	200	1818	151	151	+14	+14	10.2	10.9	Sprk	p1	1	14	57	32	7	+14	2145	772	Tritime	10	10 33

OVER-THE-COUNTER Nasdaq national market, 2.30pm prices

Do you know how much it would cost you to set up a news gathering operation like the Financial Times? Eight figures? More? But did you know that you can use a selection of FT material for your own publication at rates you can afford — and you make the selection yourself. To find out how to go about it, contact our syndication editor, Dennis Kiley at



FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

LONDON

Chief price changes
(in pence unless
otherwise indicated)

	RISES	
Amersham	380	+10
Assoc News	185	+4
Bio-Isolates	43	+10
Brook St	125	+1
Camford Eng	33	+4
Empire Stores	134	+1
Firth (GM)	43	+1
Fisons	328	+10
French Kair	176	+1
Geers Gross	57	+10
Halstead (J)	98	+1
Henderson Adm.	823	+9
Jaguar	394	+2
Maynards	335	+2
Oxford Inst	286	+1
Pavilion Leisure	38	+1
Rayford Supreme	290	+7
Smart (J)	61	-
Tate & Lyle	490	+1
The Times Ven.	332	+5
Ward White	326	+1
	FALLS	
ACM	34	-
GEC	182	-
Pilkington Bros	290	-1
Plessey	142	-
Poseidon	193	-1
RMC	394	-1
STC	164	-1
TI	262	-

Continued on Page

LONDON STOCK EXCHANGE

MARKET REPORT

Easier trend in sterling unsettles Gilts and equities
Plessey and GEC lose ground

Account Dealing Dates

Opinion

First Declara- Last Account Dealings from Dealers Day May 13 - May 30 May 31 June 10 June 11 June 12 June 13 June 14 June 15 June 16 June 17 June 18 June 19 June 20 June 21 June 22 June 23 June 24 June 25 June 26 June 27 June 28 June 29 June 30

"Now... dealings may take place from 9.30 am on business days earlier."

The London equity market's latest assault on last January's record closing level in the FT 30-share index came to a halt yesterday.

The two-day advance in blue chip industrials ran out of steam as news of an early reduction in clearing bank base lending rates faded in the face of a further setback in sterling against the dollar and other leading European currencies. This reflected growing oil price worries ahead of the full OPEC meeting scheduled for June 30.

Revised weakness in the Electrical leaders prompted by bearish reports on Plessey following an investment seminar with Scrimgeour Kemp Gees on Tuesday was largely responsible for the market's initial dip. Plessey fell 4 to 142p and GEC 6 to 182p. Clearing losses in other leading equities were usually limited to a few pence. An early downward drift in quotations mainly reflected the absence of support from the Financial Times' Ordinary share price down to 1,032 before recovering to 1,034.11 lower in balance at 1,031.7.

Overall conditions were extremely quiet, with attendance in the market affected by the distractions of the Epsom Derby.

On the takeover scene the only major development was news of a bid approach for Rayford Supreme. Having already digested the sale of 500,000 of iaplets earlier in the week, Tuesday's announcement of further funding—£200m of Treasury 10 per cent 2004, in which dealings begin today in £30-paid form, made for an easier trend in Government securities. Sterling's weakness was also a factor, but the reaction was largely technical after the recent strong upward movement. Long-dated stocks drifted lower to close with losses of 1 and occasionally more, while falls in the shorts extended to 3.

Life issues easier

Life insurances, which have responded strongly to the government's proposed abolition of the State earnings-related pension scheme, seem to believe that it could lead to a substantial increase in personal portable pension business. A look at the latest figures shows a rise of 8 per cent in Government securities. Sterling's weakness was also a factor, but the reaction was largely technical after the recent strong upward movement. Long-dated stocks drifted lower to close with losses of 1 and occasionally more, while falls in the shorts extended to 3.

Apart from the depression caused by Plessey's disappointing investment seminar, Electrical leaders were further affected by Simon and Coates' downgraded telephone and cables. Tata, Seal and Jackson fell 10 to 122p, while Goldsmiths, 10 to 108p, and GEC 6 to 182p, followed. Price, the consumer electricals group, also fell 10 to 122p. Tata and Lyle, still reflecting the interim results, gained that much, to 490p. Secondary issues displayed a couple of bright features. Maynards moved

rise of 12 to 632p, while Willis Faber put on 9 to 702p and C. E. Heath added 7 to 655p. Hogg Roberts improved 5 to 271p.

Clearing banks drifted lower for want of fresh support. Barclays lost 7 to 383p as did Midland, to 358p.

Leading Buildings selectively firm in recent days, turned easier in the absence of further buying interest. Blue Chip slipped 5 to 523p, as did EPS Industries, to 278p. RMC encountered various offerings ahead of tomorrow's annual meeting and fell 4 to 332p, while Redland gave up 5 to 296p in scrappy selling. Among Contracting and Construction issues, John Laing turned red and shed 8 to 220p, but French and Scottish fresh support on Trispan's behalf over-hope and rose 7 to 176p, a three-day gain of 23. Newcastle advanced 20 more to 710p in a restricted market, while J. Sainsbury put on 7 to 61p in response to a dividend increase and forecast of higher profits.

GEC fluctuated narrowly in quiet trading before putting up on currency influences to close 8 dearer on the day at 774p. James Halstead moved up sharply on speculative buying and touched 105p prior to closing at 104p at 88p. Elsewhere, the buying absent of next Monday's annual results lifted Amersham International 10 to 380p.

Rayford bid approach

After a subdued start, business in lead miners improved sharply during the afternoon, leaving most issues with modest gains. Debenham's headed a few pence more to 403p as bidders Burton, 3 up at 458p, posted the formal offer document to shareholders. Gussies improved to 827p. Mail-orders and made progress under the lead of Empress, up 10 to 243p. Scientific reflected fading take-over hopes with a fresh fall of 7 to 203p, but Oxford Instruments contrasted by rising 16 to 280p, as buyers began to view the underwritten rights issue.

Pilkington weak

Publicity given to the group's hedging redundancies costs depressed Pilkington, which fell away to close 15 down at 290p; the preliminary results are scheduled for next Wednesday. Other diversified industrial sectors generally drifted lower for want of fresh support. Hanson Trust, 3 up at 243p, was particularly firm aided by U.S. support and news of an additional oil discovery on Block 4079 in the North Sea. British also started good results to end the day 5 firmer at 230p. Black & White, Sun (UK) Royally rallied to 210p.

Amoco generally subdued. Plantations, Raw Evans Investors hardened a couple of pence to 75p in reply to the year-doubled preliminary profits. Applied Sciences, the troubled houseplants concern currently in receipt of a £10m deal from REA, eased a fraction further to 1p on the disclosure that publication of the 1984 accounts will be delayed until August.

Australians lower

The Australian Government's proposals to tax earnings on gold mining from 1986 continued to weigh heavily on "down-under" mining markets, which came under pressure for the tenth consecutive trading session. Selling in Sydney and Melbourne markets, however, continued unabated and followed through into London at the end of trading. Golds were again highly vulnerable and showed further substantial falls, but pressure on the leading diversified miners focused on towards the close of trading. The Australian dollar improved against sterling—reversing the trend of recent days. Among Golds, Newmont, 5 up at 384p, up 18, while Stora Esso rallied 4 to 420p. The Times' Vickers attracted speculative support and rose 6 to 33p with the new nil-pd shares closing 4p higher at 324p.

Motors featured fresh strength in Japan, which responded to substantial U.S. support and advanced 16 for a two-day gain of 27 at 304p.

Publishers highlighted Associated Newspapers which spurted 40 to 965p in a limited market; Daily Mail "A" advanced 8 to 131. Fleet Holdings also attracted support and rose 6 to 368p. Advertising agency Gears Gross, scuttled depressed of late following the company's profits

FINANCIAL TIMES STOCK INDICES

	June 5	June 4	June 5	May 31	May 30	May 29	May 28	Year to date
Government Secs.	81.86	82.00	81.92	81.36	81.24	81.05	79.32	
Fixed Interest.....	86.30	86.38	86.36	86.06	86.05	85.91	83.11	
Ordinary.....	101.71	102.02	101.67	100.85	100.46	99.91	98.65	
Gold Mines.....	444.5	450.2	450.7	451.0	451.4	451.0	459.3	
Ord. Div. Yield.....	4.56	4.65	4.62	4.61	4.65	4.65	4.67	
Earnings, Vid.5 (full)	11.43	11.42	11.32	11.50	11.58	11.62	10.84	
One Ratio (full)	10.68	10.68	10.60	10.52	10.54	10.45	11.07	
Total bargains (Est.)	22,678	18,945	23,216	24,028	22,643	22,76	21,008	
Equity turnover £m.....	556.00	558.66	541.67	558.60	558.60	558.60	255.85	
Shares traded (mln).....	184.9	185.6	222.5	176.8	185.9	144.8		

10 am 1016.7. 11 am 1016.4. Noon 1015.5. 1 pm 1013.2.

2 pm 1015.3. 3 pm 1015.3.

Basic 100 Govt. Secs. 16/10/85. Fixed Inv. 1983. Ordinary 1/7/85.

Latest Index 91-268 8025.

*Nil=10.34.

HIGHS AND LOWS S.E. ACTIVITY INDICES

	1985	Since Compt'n'	June 4	June 3
	High	Low	High	Low
Govt. Secs.	82.00	78.05	187.4	187.4
Fixed Int.....	86.30	86.38	183.1	183.1
Ordinary.....	102.94	102.95	223.11	223.11
Gold Mines.....	450.5	450.7	535.0	535.0
—	—	—	5 days average	5 days average
Gold Min. 1/3	102.94	102.95	223.11	223.11
Gold Min. 2/3	102.94	102.95	223.11	223.11
Gold Min. 3/3	102.94	102.95	223.11	223.11
Gold Min. 4/3	102.94	102.95	223.11	223.11
Gold Min. 5/3	102.94	102.95	223.11	223.11
Gold Min. 6/3	102.94	102.95	223.11	223.11
Gold Min. 7/3	102.94	102.95	223.11	223.11
Gold Min. 8/3	102.94	102.95	223.11	223.11
Gold Min. 9/3	102.94	102.95	223.11	223.11
Gold Min. 10/3	102.94	102.95	223.11	223.11
Gold Min. 11/3	102.94	102.95	223.11	223.11
Gold Min. 12/3	102.94	102.95	223.11	223.11
Gold Min. 13/3	102.94	102.95	223.11	223.11
Gold Min. 14/3	102.94	102.95	223.11	223.11
Gold Min. 15/3	102.94	102.95	223.11	223.11
Gold Min. 16/3	102.94	102.95	223.11	223.11
Gold Min. 17/3	102.94	102.95	223.11	223.11
Gold Min. 18/3	102.94	102.95	223.11	223.11
Gold Min. 19/3	102.94	102.95	223.11	223.11
Gold Min. 20/3	102.94	102.95	223.11	223.11
Gold Min. 21/3	102.94	102.95	223.11	223.11
Gold Min. 22/3	102.94	102.95	223.11	223.11
Gold Min. 23/3	102.94	102.95	223.11	223.11
Gold Min. 24/3	102.94	102.95	223.11	223.11
Gold Min. 25/3	102.94	102.95	223.11	223.11
Gold Min. 26/3	102.94	102.95	223.11	223.11
Gold Min. 27/3	102.94	102.95	223.11	223.11
Gold Min. 28/3	102.94	102.95	223.11	223.11
Gold Min. 29/3	102.94	102.95	223.11	223.11
Gold Min. 30/3	102.94	102.95	223.11	223.11
Gold Min. 31/3	102.94	102.95	223.11	223.11
Gold Min. 32/3	102.94	102.95	223.11	223.11
Gold Min. 33/3	102.94	102.95	223.11	223.11
Gold Min. 34/3	102.94	102.95	223.11	223.11
Gold Min. 35/3	102.94	102.95	223.11	223.11
Gold Min. 36/3	102.94	102.95	223.11	223.11
Gold Min. 37/3	102.94	102.95	223.11	223.11
Gold Min. 38/3	102.94	102.95	223.11	223.11
Gold Min. 39/3	102.94	102.95	223.11	223.11
Gold Min. 40/3	102.94	102.95	223.11	223.11
Gold Min. 41/3	102.94	102.95	223.11	223.11
Gold Min. 42/3	102.94	102.95	223.11	223.11
Gold Min. 43/3	102.94	102.95	223.11	223.11
Gold Min. 44/3	102.94	102.95	223.11	223.11
Gold Min. 45/3	102.94	102.95	223.11	223.11
Gold Min. 46/3	102.			

International Financier
DAIWA
SECURITIES

BRITISH FUNDS

High Low

Stock

Price £ + or -

Int. Ret.

Yield %

Div. C.W.

Gross %

P/E

C.W.

Net %

C.W.

P/E

Financial Times Thursday June 6 1985

INDUSTRIALS—Continued

MOTORS, AIRCRAFT TRADES

Wm. J. Daws 50	75	-1	90.1	—
Peterson Rock 10p	240	—	493.0	3
Rock 10p	12½	—	—	—

Sum (W) AB Series - 513.5 90.14% φ
fax Television - 96 52.0 2.8
Printer (G. W. 320g) - 47 0.75 φ

opt Serv. Up: 228 - 83% 9
Opt Speak: 738 +2 - -
Opt Mich 3/3/50: \$17.4 - 1019% 55

port Dev.	123	5.5	1.8
wood Sp.	22	-	-
ent Comp 10p	75	40.6	2.4

Ford AB FM60	£26	908.3%	14.6
Ford 5p	47½	946.3%	+
Govt's 5p	155	-1	12.75

81	Watson, R. K. 10p	92	+2	14.25	2.3	6.2	8.5	37	25	Promotions House Sp.	33	+1	0.7	3.1	0	170	132	Yorkshire 10p	255d	6.0	0	5.5	0	110	68	Winterholt Sp.	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
82	Wheatsheaf	209d	+2	15.75	2.6	6.2	9.9	40d	65	Saxo	478	+1	11.95	2.7	21	19.2	91	62	Youghal	71d	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2	
83	Whitney 10p	209d	+2	0.3	0	2.1	0	C114	4105	On the S. Com Co/P&EL	1112	+1	6.3%	8.0	-	80	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
84	Wicks Group Int.	71	+2	5.5	1.2	10.3	10.6	C114	228d	Scoti Paper	533.1	+1	0.5	2.8	-	-	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
85	Westwood Davies '41	37	+2	2.0	0.87	0.70	0.8	80	111	Smith (London) 20p	141	+1	2.5	0.9	23	6.0	306	305	BAT Ints.	328	+10	10.3	4.1	4.5	6.0	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2
86	Westwood Davies '41	265	+10	2.0	0.87	0.70	0.8	80	111	Smart (Wilton) 20p	1125	+1	0.303%	5.6	+	5.6	11114	11011	Do. 12/12/03-08	11044	+12.1%	0.1	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2
87	Westwood Davies '41	168	+10	18.1	1.7	5.9	8.9	85	77	+Thorpe Group 5p	79	+1	2.0	1.7	3.8	19.0	218	176	Imperial	192	-1	-8.55	19	6.4	10.9	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2
88	Widmer 10p	49	+10	18.1	1.7	5.9	8.9	85	77	+Trade Promotion 10p	79	+1	16.15	2.0	56	12.8	200	168	Rathbone 12/20	174	+1	16.0	4.7	4.9	4.6	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2
89	Widmer 10p	49	+10	18.1	1.7	5.9	8.9	85	77	Other Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
90	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
91	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
92	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
93	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
94	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
95	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
96	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
97	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
98	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
99	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
100	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
101	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
102	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
103	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
104	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
105	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
106	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
107	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
108	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
109	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
110	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
111	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
112	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
113	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
114	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
115	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
116	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7	10.8	-	-	-	-	-	-	-	120	68	Winterholt 10p	100	10.7	2.2	1.0	94	174	Winterholt 10p	100	79	+2	1.1	2.25	0	14.2		
117	Wimberly 21	197	+10	18.1	2.1	3.5	19.4	205	101	Walker 10p	200	+1	6.6	2.8	4.7																											

King George V 1p	41	+1	—	—
Arthur (5p)	76	+4	3.5	3.7
George (10p)	22	—	—

o Late Sp.	550	+2	26.0	—
o 120	455	+2	21.0	—

Sp.	590	+1	23.75	+
.....	653	-7	10.00	22
Ch. Group 10p..	405	+5	7.5	*

Leisure 10p.	12	+1		
TV "A"	348	---	6.0	1.8
Holiday 10p.	155	+3	3.0	3.6

WORLD STOCK MARKETS

Indices

OVER-THE-COUNTER

UK ECONOMIC INDICATORS

ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output (1980=100); engineering orders (1980=100); retail sales volume (1978=100); retail sales value (1980=100); registered unemployment (100); and unfilled vacancies (000s). All seasonally adjusted.

	Indl. prod.	Mfg. output	Eng. order	Retail vol.	Retail value	Unemp.	Vacans.
1984							
1st qtr.	104.0	99.0	103	107.7	122.7	2,998	147.9
2nd qtr.	102.9	97.9	107	110.2	130.1	3,026	154.0
3rd qtr.	102.4	101.4	107	111.1	131.3	3,076	154.0
4th qtr.	103.3	101.0	105	113.6	164.8	3,103	166.5
October	102.9	100.3	107	112.0	139.9	3,100	170.5
November	103.2	101.0	104	112.7	149.5	3,102	167.6
December	103.7	101.6	104	115.6	144.9	3,105	161.3
1985							
1st qtr.	105.5	101.8		112.6	123.3	3,138	157.5
January	104.5	101.8	101	111.6	124.4	3,124	157.2
February	105.0	101.3	107	112.0	130.2	3,144	156.1
March	107.0	103.2		113.8	136.5	3,147	159.2
April				114.1	140.3	3,176	166.7
May				118.0	140.6	3,189	167.1

OUTPUT—By market sector: consumer goods, investment goods, intermediate goods (materials and fuels); engineering output, metal manufacture, textiles, leather and clothing (1980=100); housing starts (000s, monthly average).

Consumer invest. goods

goods

1984

1st qtr. 100.1 93.9 110.5 96.2 112.5 95.9 162 18.3

2nd qtr. 101.4 95.7 105.3 97.9 106.8 97.2 18.0

3rd qtr. 101.9 98.2 104.6 100.9 109.2 97.5 162

4th qtr. 102.0 97.5 106.3 99.4 107.5 98.2 18.3

October 102.4 97.8 108.0 98.8 108.0 98.0 18.3

November 102.0 97.8 106.9 98.0 105.0 98.0 18.3

December 102.0 99.0 107.0 100.0 107.0 100.0 18.3

1985

1st qtr. 103.4 97.9 110.1 99.7 108.3 98.8 18.3

January 103.0 96.0 110.0 98.0 102.0 98.0 11.7

February 103.0 99.0 108.0 100.0 109.0 99.0 18.2

March 105.0 100.0 112.0 101.0 115.0 102.0 17.3

April

May

EXTERNAL TRADE—Indices of export and import volume (1980=100); visible balance current account (£m); oil balance (£m); terms of trade (1980=100); excluding reserves.

Export Import Visible Current Oil Terms Resv.

volume volume balance balance balance trade US\$tn*

1984

1st qtr. 108.7 112.1 — 57 +628 +2,232 97.3 16.75

2nd qtr. 107.3 117.1 — 1,228 — 592 +1,543 96.9 15.51

3rd qtr. 108.0 119.2 — 1,643 — 621 +1,804 96.7 15.26

4th qtr. 117.5 126.2 — 1,327 +641 +1,468 96.1 15.52

November 118.0 126.8 — 177 +303 +352 95.5 15.50

December 119.2 126.2 — 344 +136 +743 96.0 15.69

1985

1st qtr. 118.7 125.6 — 1,347 — 86 +1,862 96.6 14.88

January 116.6 118.6 — 86 +332 +926 96.0 15.52

February 121.7 124.6 — 263 +137 +675 95.1 15.35

March 117.8 132.7 — 999 — 555 +260 95.6 12.53

April 119.6 126.3 — 277 +123 +684 96.8 14.03

May

FINANCIAL—Money supply M0, M1 and sterling M3, bank advances in sterling to the private sector (three months' growth at annual rate); building societies' net inflow; new credit; all seasonally adjusted. Clearing Bank base rate (end period).

Bank BS HP Base

M0 % M1 % M3 % advances f'm lending rate %

1984

1st qtr. 4.1 10.1 8.2 13.6 2,609 2,568 8.50

2nd qtr. 4.6 24.5 11.1 18.9 1,795 2,370 9.25

3rd qtr. 5.3 10.2 6.3 9.9 1,628 2,809 10.50

4th qtr. 9.6 24.3 13.4 16.9 2,492 2,941 9.63

November 9.9 27.3 18.6 18.1 363 967 9.63

December 12.2 27.2 12.1 22.4 1,004 971 9.63

1985

1st qtr. 2.2 8.7 9.1 15.2 1,511 3,146 12.50

January 5.0 8.0 12.6 16.2 823 1,156 14.00

February 3.1 — 5.0 4.6 12.3 474 1,008 14.00

March — 1.2 9.2 16.0 214 2,242 12.50

April 5.4 22.2 18.8 19.5 507 1,060 12.63

May

INFLATION—Indices of earnings (Jan 1980=100); basic materials and fuels; wholesale prices of manufactured products (1980=100); retail prices and food prices (1974=100); FT commodity index (July 1982=100); trade weighted value of sterling (1973=100).

Earnings Basic Whsle. RPI* Foods* FT* matls* mfg. RPI* Foods* comdty. Strtg.

1984

1st qtr. 153.6 133.6 129.0 343.9 321.7 308.67 81.7

2nd qtr. 155.9 134.3 122.0 350.9 329.1 303.06 73.8

3rd qtr. 159.6 134.1 122.5 351.9 326.8 284.95 72.6

4th qtr. 164.1 140.1 134.3 358.3 326.8 289.64 74.1

October 164.2 137.9 133.9 357.7 326.3 292.40 75.6

November 162.8 139.2 134.3 358.5 326.6 289.89 75.7

December 163.3 143.4 134.3 358.5 327.6 289.64 74.1

1985

1st qtr. 165.4 146.2 136.6 362.9 322.8 295.22 72.0

January 163.4 146.3 135.9 358.8 320.6 294.98 71.5

February 164.6 147.6 136.6 362.7 322.5 295.73 71.3

March 168.2 145.6 137.5 362.1 335.4 292.22 71.3

April 142.0 139.0 134.3 357.9 338.8 295.08 78.0

May 273.9 273.7

* Not seasonally adjusted.

Continued from Page 38

Stock Sales High Low Last Day

Cyprus 99 151 149 151

DBA 97 161 162 154 151

DOAT 100 150 149 151

DULAS 367 113 114 111 112

DULAS Pl 367 113 114 111 112

DULAS P 367 113 114 111 112

DULAS T 367 113 114 111 112

DULAS Y 367 113 114 111 112

Dulux 100 150 149 151

Dunlop 100 150 149 151

Dunlop Pl 100 150 149 151

Dunlop T 100 150 149 151

Dunlop Y 100 150 149 151

LAW AND SOCIETY

The 'ifs' and 'buts' of human rights

By A. H. HERMANN, Legal Correspondent

THERE IS nothing simple about right and freedoms. For this reason the European Convention on Human Rights contains numerous conditions and qualifications of the rights listed in a telegraphic style in the box.

Because the safeguarding of human rights cannot avoid the consideration of all the "ifs" and "buts" and because these differ from country to country depending on their political, economic and cultural situation, it would seem to be the wise thing to comply with Article 13 of the Convention. This requires the states adhering to it to provide effective national remedies to those whose rights and freedoms are violated by the national authorities or otherwise.

The supremacy of EEC law, concerning only the economic field and applied by Community institutions and judges, in close touch with the member governments, is based on an Act of Parliament. It seems reasonable to ask why the much wider jurisdiction of the Strasbourg Court and judges, much more distant from the signatories of the Convention, should rest only on a treaty concluded by an executive decision of government and without the consultation of Parliament. The adoption of a Bill of Rights and of domestic judicial safeguards for them, as required by Articles 13 of the Convention, would go a long way to meet this justified criticism.

If the UK made the Convention part of its domestic law and had administrative courts specialising in dealing with the citizens' complaints against decisions of central and local government departments and a constitutional court with the power to check legislation conforming to the fundamental principles that would have two advantages. First, the disputes could be resolved by judges fully familiar with the background. Second, it would save many a journey to Strasbourg.

The fact is that the UK, with 20 cases, of which it has so far lost 12, tops the list at the Human Rights Court in Strasbourg, has had widely different reactions in Britain. Those who tend to self-denigration conclude that the British Government does not have sufficient respect for human rights; those who tend towards self-righteousness dismiss that the Strasbourg verdicts and argue that the best thing would be to renounce the

Convention. Neither of these extremes seems to be justified.

There seems to be a greater consciousness of human rights rights and a readiness to seek a remedy for their violation on the part of the British public than in many other countries. Several voluntary organisations exist to help potential plaintiffs to formulate and present their grievances, including Justice, concerning restrictions on prisoners' correspondence and

then in Northern Ireland. In one of the most serious complaints brought by the Irish Government, the court concluded in 1978 that the "techniques" used by the Royal Ulster Constabulary in interrogating prisoners amounted to inhuman treatment though not to torture. These methods had been abandoned in 1972. There was also a number of complaints in the Philippines which, however, the UK authorities considered to be invalid. Mr Cabales, a Filipino national, was refused a visa in 1981 but was allowed to enter the UK temporarily as the fiance of a British citizen after Mrs Cabales obtained naturalisation in 1984. After a second marriage ceremony in the UK he was granted leave to remain as a husband for 12 months. He can apply for indefinite leave.

Mrs Balkandali, born in Egypt, became a citizen of the United Kingdom and Colonies in 1978 and was married to a British citizen whom she later divorced. In 1981 she married Mr Balkandali, a Turkish citizen, who was then in the UK without leave. He was refused leave to stay but remained, and in 1984, after his wife had become, as a result of new legislation, a British citizen, was granted indefinite leave to remain in the UK.

All in all, one can see that the life of these three couples was not without some worry and anxiety, but their treatment was not inhuman. Except for three years in the case of Mrs Cabales, the families were, and are, not separated.

From the beginning of 1983 the immigration rules have been changed, making husbands married to UK citizens eligible for entry into the UK. The remaining sex discrimination condemned by the court relates to the ability of husbands to bring their wives even if the husbands are not British citizens, provided they live lawfully in the UK.

The Court accepted that the aim of the rules to protect the employment of the equality of the sexes was a major goal which could be disregarded only for very weighty reasons. The difference between the impact of men and women on the labour market was not sufficiently important, said the Court, to justify the difference in treatment. That is a matter of opinion, or perhaps of statistics. It is certainly not something which makes the issue entirely black or entirely white.

Welfare of Immigrants, Mind and the National Council for Civil Liberties.

Moreover, a recent report of cases brought against the UK, prepared by the British Institute of Human Rights, shows that in every case where the decision of the Commission or the Court went against it, the British Government took positive remedial action. As Mr A.B. McNulty, director of the institute, states in the introduction to the report, violations of the Convention "result mostly from inadvertence, from an unquestioning acceptance of some time-honoured law or practice, or from a bona fide disagreement on the interpretation of the Convention's provisions."

Nevertheless, some of the complaints against the UK were very serious. These mainly concerned treatment of prisoners, first in Cyprus and

In all three cases the husbands had been living with their wives in the UK for some years. Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr Abdulaziz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

In all three cases the husbands had been living with their wives in the UK for some years.

Mrs Abdulaziz, who claimed to be stateless, had lived in the UK since 1977. She was given leave to remain there indefinitely in 1979 and married Mr

Abdusaliz, a Portuguese

in contrast with these prison cases, and the complaints concerning detention in mental hospitals most of the other cases are not so clear-cut and often straddle the divide between right and wrong. A good example are the cases, decided on May 28, of Abdusaliz, Cabales and Balkandali, three women who complained of immigration difficulties faced by their husbands.

INSURANCE, OVERSEAS & MONEY FUNDS

COMMODITIES AND AGRICULTURE

Wheat sale to Algeria ignites European fury

BY IVO DAWNAY IN BRUSSELS AND NANCY DUNNE IN WASHINGTON

America's proposed import-subsidised wheat sale to Algeria, the first deal under Washington's \$2bn agricultural export initiative, provoked widely differing reactions on both sides of the Atlantic yesterday.

July wheat prices on the Chicago Board of Trade edged 3 cents higher to \$3.21 a bushel early yesterday in the wake of Tuesday's announcement by Mr John Block, the U.S. Agriculture Secretary, while European cereals interests expressed their fury and the European Commission in Brussels closed its deal to study the plan.

The hastily-arranged deal, which was forced on the Reagan administration by U.S. farm state senators following the European Community's failure to set a date for a new round of multilateral trade talks, is widely regarded as the first shot in an agricultural trade war.

Likely to be the first of many such subsidised sales to counter the fall in U.S. farm exports, it is bound to be the principal topic in discussions Mr Block will have with EEC officials during his European tour, which started yesterday.

The first reaction among U.S. traders yesterday was one of relief.

"The market had worried itself sick that huge quantities of grain would be dumped from Government stocks," said one analyst. "Although operational

details of the so-called export bonus programme are still not available, the careful targeting of the first sale to Algeria has provided some reassurance to U.S. traders, he said.

Mr Block estimates that the plan, which will be finalised after a competitive tender with grain traders, will bring additional sales worth \$117m.

U.S. farm groups, meanwhile, could hardly contain their enthusiasm. Mr Dick Fritz, director of market analysis at U.S. Wheat Associates, pronounced himself "very happy" but said he was keen that the deal should be concluded swiftly.

In Brussels, as the 14-member Commission met to consider the U.S. plan, initial reactions were low-key. EEC legal officials are expected to examine the wheat sale for possible breaches of pricing rules, but do not consider they will be able to invoke the Gatt (General Agreement on Tariffs and Trade) articles on shares of the world market.

In the meantime, the Community is waiting to assess the final shape of the wheat sales, which is still unclear.

French cereal interests, however, were furious. M Jean Moulias, director of the French cereals intervention board, said the U.S. move constituted a practice "totally contrary" to Gatt rules.

U.S. sugar price cut urged

Latin American cane producers should lobby for a reduction in the U.S. sugar support price, a representative of U.S. industrial sugar consumers told delegates to a meeting here of Goplacea.

Rather than drastically reduce production or fight for an over-burden of U.S. import quota systems, a better strategy for suffering Latin sugar growers would be to join forces with U.S. industrialists and trade officials who say U.S. sugar

prices are indefensibly high. Mr Linwood Tipton, chairman of the U.S. Sugar Users Group, advised a Goplacea conference, "The U.S. support price is now 22 per cent per pound as opposed to the 3 cents a pound of sugar fetches internationally. Lowering the support price inevitably would knock the least efficient U.S. cane producers and beet producers out of the market, clearing the way for an increase in imports from Latin America, Mr Tipton said.

LONDON MARKETS

BASE METALS

LME prices supplied by Amalgamated Metal Trading

ALUMINUM

(Unofficial) + or - High/Low
cents/p.m. — £ per tonne

Cash 866.5 +1.5 875.25
3 months 866.5 +7.5 875.25

Official closing (am): Cash 844.845

Three months 863.863

Settlement 845 (828). Final

Wheat close 872-873. Turnover: 25,500

tonnes.

Official clearing (am): Cash 1,139-

1,144 (1,129-1,147), three months

1,153 (1,133-1,153), settlement

1,140 (1,124-1,140). Final wheat close 1,139-

1,140.

Cathodes 875.5 +23

Three months 875.50 +971/2 877.13/2

Cash 875.5 +1.5 875.25

Official closing (am): Cash 258-290

Three months 302-320

Settlement 302-320. Turnover: 4,425 tonnes. U.S. spot: 19-21 cents per lb.

LEAD

(Unofficial) + or - High/Low
cents/p.m. — £ per tonne

Cash 300.5 1.5 +1.5 305.25

3 months 300.5 +8 305.25

Official closing (am): Cash 258-290

Three months 302-320

Settlement 302-320. Turnover: 1,856 tonnes.

Official producer prices 67/70 cents per lb.

NICKEL

(Unofficial) + or - High/Low
cents/p.m. — £ per tonne

Cash 4,345.5 +50 4,495.5

3 months 4,345.5 +50 4,495.5

Official closing (am): Cash 4,400-

4,445 (4,345-4,545), three months

4,405 (4,345-4,545). Final wheat close: 4,375-

4,400. Turnover: 1,856 tonnes.

TIN

High grade (Unofficial) + or - High/Low
cents/p.m. — £ per tonne

Cash 9,600-9,600 +7.5 9,600-9,600

3 months 9,550.1 +7.5 9,600-9,600

Official closing (am): Cash 9,605-

9,650 (9,500-9,650), three months

9,550 (9,500-9,650). Settlement

9,550. Turnover: 2,105 tonnes. Strike

in \$25.25 cents per lb.

ZINC

(Unofficial) + or - High/Low
cents/p.m. — £ per tonne

Cash 605.5 +7.5 616.5

3 months 616.5 +8 616.514

Official closing (am): Cash 604-

605 (593-605), three months

605 (593-605). Settlement

605 (593-605). Final wheat close:

605.5. Turnover: 1,856 tonnes. Strike

in \$25.25 cents per lb.

FREIGHT FUTURES

The market reached new lows in the morning, with October falling to 900.5.

Supplies were bought in at 890.5.

Two-way trading developed which continued in the afternoon. Final quotations were slightly steeper.

Reports: Clarksons 100.5. Barts

Freight Index 921.0. Up 1.5

July 921.0 100.5 921.0

Aug. 921.0 100.5 921.0

Sept. 921.0 100.5 921.0

Oct. 921.0 100.5 921.0

Nov. 921.0 100.5 921.0

Dec. 921.0 100.5 921.0

Jan. 921.0 100.5 921.0

Feb. 921.0 100.5 921.0

March 921.0 100.5 921.0

April 921.0 100.5 921.0

May 921.0 100.5 921.0

June 921.0 100.5 921.0

July 921.0 100.5 921.0

Aug. 921.0 100.5 921.0

Sept. 921.0 100.5 921.0

Oct. 921.0 100.5 921.0

Nov. 921.0 100.5 921.0

Dec. 921.0 100.5 921.0

Jan. 921.0 100.5 921.0

Feb. 921.0 100.5 921.0

March 921.0 100.5 921.0

April 921.0 100.5 921.0

May 921.0 100.5 921.0

June 921.0 100.5 921.0

July 921.0 100.5 921.0

Aug. 921.0 100.5 921.0

Sept. 921.0 100.5 921.0

Oct. 921.0 100.5 921.0

Nov. 921.0 100.5 921.0

Dec. 921.0 100.5 921.0

Jan. 921.0 100.5 921.0

Feb. 921.0 100.5 921.0

March 921.0 100.5 921.0

April 921.0 100.5 921.0

May 921.0 100.5 921.0

June 921.0 100.5 921.0

July 921.0 100.5 921.0

Aug. 921.0 100.5 921.0

Sept. 921.0 100.5 921.0

Oct. 921.0 100.5 921.0

Nov. 921.0 100.5 921.0

Dec. 921.0 100.5 921.0

Jan. 921.0 100.5 921.0

Feb. 921.0 100.5 921.0

March 921.0 100.5 921.0

April 921.0 100.5 921.0

May 921.0 100.5 921.0

June 921.0 100.5 921.0

July 921.0 100.5 921.0

Aug. 921.0 100.5 921.0

Sept. 921.0 100.5 921.0

Oct. 921.0 100.5 921.0

Nov. 921.0 100.5 921.0

Dec. 921.0 100.5 921.0

Jan. 921.0 100.5 921.0

Feb. 921.0 100.5 921.0

March 921.0 100.5 921.0

April 921.0 100.5 921.0

May 921.0 100.5 921.0

June 921

Financial Times Thursday June 6 1985

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Sterling falls as dollar rises

Sterling lost 2 cents against the dollar and also declined against other major currencies, but foreign exchange dealing was generally quiet. The major impact of the retreat by the pound was to put back hopes of a cut in UK bank base rates, but to some extent sterling's fall has been brought about by earlier speculation that reasonable mild-May money supply figures would produce lower interest rates. The figures are now widely regarded as not good enough, particularly against a background of the weaker pound.

Oil prices are the other major factor, but a fall in North Sea prices was already largely discounted and the market showed little reaction to news the British National Oil Corporation intends to cut \$1.25 a barrel from its June price for Brent crude. Apart from losing 2 cents to DM 3.04, sterling also fell to 3.25 from DM 3.28. FFr 11,7650 from FFr 11,8650. SwF 2,4250 from SwF 2,4250 and Y313.75 from Y312.

The pound's exchange rate W index, as calculated by the Bank of England fell 0.9 to 75.8, the lowest level of the day. It opened at 75.2 and remained between 79.1 and 79.3 until the final figure. The dollar rose steadily but

without any great conviction. In the absence of any new facts, tomorrow's U.S. unemployment figures are regarded as giving another guide to economic growth. Although the U.S. currency showed resistance above a technical support level of around DM 3.04 it also failed to break through another important resistance level of DM 3.0750. Commercial buying at the lower levels helped support the dollar, but dealers are reluctant to take out new positions ahead of tonight's U.S. money supply figures, which may herald another cut in the Federal Reserve discount rate, while the market is also awaiting the flash estimate of second quarter gross

national product on June 20. The dollar advanced to DM 3.0720 from DM 3.0540; FFr 9,2650 from FFr 9,31; SwF 2,5830 from SwF 2,5800; and Y249.40 from Y249.10.

On Bank of England figures the dollar's index rose to 145.5 from 144.6.

D-MARK — Trading range against the dollar in 1985 is 45.10 to 29.30. May average 45.24. Exchange rate index 121.9 against 120.8 six months

ago. The D-mark weakened against the dollar and steady demand was seen for the U.S. currency.

It rose to DM 3.07 from DM 3.0455 in Frankfurt, and earlier in the day the Bundesbank council meeting left the discount and Lombard rates unchanged, but hopes were raised by an easing in interest rates of the minimum level of only 5.3 per cent set for a securities repurchase agreement with the money market.

STERLING INDEX

June 5 Previous
8.30 am 78.2 79.3
9.00 am 78.2 80.0
10.00 am 78.2 80.0
11.00 am 78.1 80.0
1.00 pm 78.1 80.0
2.00 pm 78.2 79.2
3.00 pm 78.1 79.8
4.00 pm 78.3 79.7

£ IN NEW YORK

	June 5	Prev. close
Closes	81.2655-81.2670	81.2661-81.2660
1 month	81.2655-81.2675	81.2654-81.2664
3 months	81.2655-81.2675	81.2654-81.2664
6 months	81.2655-81.2675	81.2654-81.2664

Forward premium and discounts apply to the U.S. dollar.

EMS EUROPEAN CURRENCY UNIT RATES

	Ecu	Currency amounts	% change from	% change from	Difference point %
Belgian franc	46,5000	65.1338	+0.52	+0.62	+1.5671
Norwegian krone	8.14104	8.04473	-1.18	-1.08	-1.0479
French franc	2.24184	2.24105	-0.04	+0.08	+0.1475
Austrian schilling	1.25200	1.25180	-0.02	-0.03	-0.0371
Irish punt	0.72265	0.715897	-1.34	-1.24	-1.0573
Italian lira	4405.45	4430.00	+1.91	+1.91	+0.4040

Changes for Ecu, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

POUND SPOT—FORWARD AGAINST POUND

June 5	Day's	Closes	One month	Three months	6 m.
U.S.	1.2545-1.2546	1.2545-1.2575	0.98-0.95 pm	4.98	
Canada	1.2545-1.2546	1.2545-1.2570	0.60-0.61 pm	3.18	1.25-1.2520
Netherlands	1.2545-1.2546	1.2545-1.2570	0.50-0.51 pm	3.18	1.25-1.2520
Denmark	77.71-78.46	77.71-78.46			
Ireland	12.85-13.91	13.85-13.97			
W. Ger.	1.2545-1.2546	1.2545-1.2575	0.16 pm	0.78	1.67-1.68 pm
Portugal	218.224	219.220	219.220	219.220	219.220
Italy	1.2545-1.2546	1.2545-1.2575	0.25 pm	2.18	1.25-1.2520
Norway	71.12-71.13	71.12-71.13			
France	11.24-11.89	11.24-11.89			
Spain	11.19-11.21	11.19-11.21			
Japan	11.24-11.27	11.24-11.27			
Austria	27.14-27.34	27.14-27.34			
Switz.	3.24-3.27	3.24-3.25			
Siem. forward after 2.75-2.76 pm, 12-month 4.20-4.150 pm.					

Siem. forward after 2.75-2.76 pm, 12-month 4.20-4.150 pm.

OTHER CURRENCIES

June 5	£	\$	2	Note Rates
Argentina Peso	760.50-761.75	037.50-037.95	Austria	82.20-82.27
Australian Dollar	1.25145-1.25155	1.25145-1.25155	Belgium	78.20-78.25
British Pound	1.2545-1.2546	1.2545-1.2575	Denmark	13.85-14.02
Finland Markka	8.06200-8.06200	8.07000-8.08000	Greece	1.25-1.2520
Hong Kong Dollar	0.48200-0.48200	1.2545-1.2575	Iceland	7.7225-7.7245
Iraqi Dinar	119.200	119.200	Malta	1.25-1.2520
Kuwaiti Dinar (KD)	0.28000-0.28000	0.28000-0.28000	Netherlands	1.2545-1.2575
Luxembourg Franc	77.75-77.85	77.75-77.85	New Zealand Dlr	2.6145-2.6225
Morocco Dirham	1.2545-1.2546	1.2545-1.2575	Norway	11.16-11.17
Peru Sol	1.2545-1.2546	1.2545-1.2575	Porkerland	1.25-1.2520
Saudi Arab. Riyal	4.64852-4.64852	4.64852-4.64852	Portugal	218.224-219.220
South African Rand	2.84110-2.84330	2.84245-2.84295	Sweden	1.25-1.2520

* Selling rate.

EXCHANGE CROSS RATES

June 5	Pound Sterling	U.S. Dollar	Deutschmark	Canadian Yen	French Franc	Swiss Franc	Dutch Guild.	Italian Lira	Canadian Dollar/Belgian Franc
Pound Sterling	1.2545-1.2546	1.2545-1.2575	8.3600	515.8	10.77	1.3445	2.9467	1.7299	71.80
U.S. Dollar	0.7785-0.7786	1.2545-1.2575	0.8078	249.4	9.565	1.3450	2.9470	1.7305	71.85
Deutschmark	0.92569	0.92569	1.2545-1.2575	1.2545-1.2575	10.77	1.3445	2.9467	1.7299	71.80
Canadian Yen	0.81571	0.81571	0.8078	249.4	9.565	1.3445	2.9467	1.7299	71.80
French Franc	1.06500	1.06500	1.2545-1.2575	1.2545-1.2575	10.77	1.3445	2.9467	1.7299	71.80
Swiss Franc	0.90490	0.90490	0.8078	249.4	9.565	1.3445	2.9467	1.7299	71.80
Dutch Guild.	0.80260	0.80260	0.8078	249.4	9.565	1.3445	2.9467	1.7299	71.80
Italian Lira	0.77851	0.77851	0.8078	249.4	9.565	1.3445	2.9467	1.7299	71.80
Canadian Dollar	0.77851	0.77851	0.8078	249.4	9.565	1.3445	2.9467	1.7299	71.80

Asian 5 (closing rates in Singapore): Short-term 75-76 per cent; seven days 75-76 per cent; one month 75-76 per cent; three months 75-76 per cent; four years 10-10 per cent; six years 10-10 per cent; one year 5-6 per cent; long-term 5-6 per cent; three years 5-6-7 per cent; four years 10-10 per cent; five years 10-10 per cent; nominal, short-term rates are call for U.S. dollars and Japanese yen; others two days' notice.

MONEY MARKETS

Hopes fade of lower base rates

Dealers suggested that a cut in clearing bank base rates seemed as far away as before the latest money supply and banking figures after the continued to rise ground on the foreign exchange market yesterday. The pound has lost 4 cents from its highs earlier this week and has also weakened against

thoughts of lower interest rates meant the Bank of England found only small falls to 124 per cent (up to 14 days' maturity) at 124 per cent; £2m bank bills in band 2 (15-38 days) at 124 per cent; £2m bank bills in band 3 (34-68 days) at 124 per cent.

Although houses probably held back at first the confirmation of existing official dealing rates

encouraged selling of bills to the authorities later in the morning.

Further help of £20m was given before lunch, including £225m outright purchases of bills, by way of £40m bank bills in band 1 at 124 per cent; £97m bank bills in band 2 at 124 per cent; £21m bank bills in band 3 at 124 per cent; and £20m bank bills in band 4 (64-91 days) at 124 per cent.

In the afternoon the authorities bought £226m bills outright, through £1m Treasury bills in band 1 at 124 per cent, and £223m bank bills in band 2 at 124 per cent. Late assistance of around £30m was also provided.

Below best

Dollar denominated interest rate contracts finished below their peaks on the London International Financial Futures Exchange yesterday, but dealers remain very bullish amid expectations of a cut in the Federal Reserve's discount rate. Today's U.S. money supply figures are a focal point for an anticipated move by the U.S. central bank, but traders are prepared to wait until the final estimate of second quarter GNP on June 20, when it is forecast a rate of growth will confirm that the level of

growth in the first half of 1985 has been well below earlier expectations.

September Eurodollar opened firm at \$2.19 and the move slightly above \$2.00 is regarded as an important barrier for the market

WORLD STOCK MARKETS

OVER-THE-COUNTER

Continued from Page 42

Stock	Sales (Units)	High	Low	Last	Chg	Stock	Sales (Units)	High	Low	Last	Chg	Stock	Sales (Units)	High	Low	Last	Chg	Stock	Sales (Units)	High	Low	Last	Chg	Stock	Sales (Units)	High	Low	Last	Chg								
Japon	.40	75	204	201	+1	MgtEd	.60	924	141	133	-12	-1%	Metab	.20	146	144	141	-1	Metab	.60	185	82	82	-1	Metab	.60	139	142	141	-1	Metab	.60	117	155	152	-1	
KLA	s	K	K	152	-1	Minerv	.60	213	131	124	-12	+1%	Mitell	.70	222	204	203	-1	Minerv	.60	185	82	82	-1	Minerv	.60	148	142	141	-1	Minerv	.60	117	155	152	-1	
Klav	s	By	25	25	-1	Mitell	.60	213	131	124	-12	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
KY Ph	s	4	62	64	-2	Marcus	.20	41	35	35	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kemen	s	117	123	114	-12	Mitell	.60	1	201	201	201	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1
Kemp	s	12	12	12	-1	Mitell	.60	222	204	203	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Keppe	s	593	155	152	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kerde	s	2.24	15	15	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kester	s	61	162	162	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	11	35	35	+1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	6	45	45	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	20	23	17	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	16	19	17	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	
Kevra	s	1.60	18	18	-1	Mitell	.60	12	61	61	-1	+1%	Mitell	.60	222	204	203	-1	Mitell	.60	185	82	82	-1	Mitell	.60	125	142	141	-1	Mitell	.60	117	155	152	-1	